parently consisting of four or five

Well-informed sources said the

ruling party's Central Committee, which called for a ban on strikes

when it elected the military chief

Wojciech Jaruzelski as new party leader 10 days ago, would meet after Wednesday's stoppage.

Among matters to be decided were whether Gen. Jaruzelski stays

on as both premier and defense minister and how far the party is

prepared to go in seeking a politi-cal settlement with Solidarity, the

A toughly worded statement by

Communists on Monday night said that there was no justification

for the strike, condemned it as po-

litical and warned that action the authorities considered dangerous

would be countered. "Poland is

now confronted with strike terrorism," a statement carried by PAP

men each, would have.

No. 30.697

PARIS, WEDNESDAY, OCTOBER 28, 1981

Established 1887





Maria Car

3 Senators Switch, Favor AWACS Sale

Reagan Within 4 Votes Of Blocking a Veto

WASHINGTON -- President Reagan managed to switch three opponents and picked up five other votes from among the ungain for his fight to rescue an \$8.5-billion Saudi arms sale from Sen-PAGE ate defeat.

The gains put the president within four votes of a victory for C.ASSE the sale of Airborne Warning And Control System planes and F-15 fighter-bomber weaponry.

The latest count had 52 senators

declared against the sale, 46 announced or leaning in favor, and two undecided.

Switching in favor of the sale D EASIS were Sen. Roger W. Jepsen, Republican of lowa, who had been a declared opponent, and Sens. Charles E. Grassley, Republican of Iowa, and J. James Exon. Demo-

crat of Nebraska, both of whom had been leaning against it. Five senators who had been uncommitted came out in favor of the sale Tuesday. They were: Bob Dole Republican of Kansas; Harrison Schmitt, Democrat of New Mexico; Walter D. Huddleston. Democrat of Kentucky; David L. Boren. Democrat of Oklahoma,

and Frank H. Murkowski, Republican of Alaska, -At the White House, President Rengan lobbied senators individually for the second day in a row Tuesday and David R. Gergen, his chief spokesman, said that the

president was "very encouraged" by the day's developments.

Describing the administration as being "within a very few votes" of

winning Senate approval, Mr. Gergen said: "We definitely can win. The gap is closing. We're within a handful of votes.

Mr. Gergen said that the president was spending much of the day "in what we call quiet persuasion," meeting separately with at least nine senators in the study in his living quarters.

In addition, Mr. Reagan telephoned a number of senators and plans to continue his meetings Wednesday.

Despite his success with others, the president failed to sway at least five opponents - Sens. Paula Hawkins, Republican of Florida; Howell Heflin, Democrat of Ala-(Continued on Page 2, Col. 8)

INSIDE

Dimming Outlook The White House is preparing foreign policy initiatives on disar-mament and European security. to retreat from its bright economic forecasts, but staff members are at odds over exactly how to do it. Page 11.

S. African Inquiry

Two principal figures in the Department of Justice's long investigation into South African attempts to influence U.S. public opinion are reported ready to cooperate with prosecutors. Page 5.

Recruitment

A special supplement, International Recruitment, appears on Pages 7S-10S.

Kekkonen Resigns At Age 81

Finland's Leader In Post 25 Years

Reuters
HELSINKI — An era of Finnish
and international politics ended on Tuesday with the announcement that Urho Kekkonen, 81, president of Finland since 1956, has retired

because of poor health.

President Kekkonen has been on leave since Sept. 10, suffering from what his doctors said was a disturbance of thought and mem-ory faculties caused by a poor flow of blood to the brain.

Their medical certificate, accompanying Mr. Kekkonen's formal letter of resignation on Tuesday, disclosed that he had been suffering for some years from arterios-clerosis, a thickening and harden-ing of the arteries common among people of advanced age.

Finnish political parties paid tribute to Mr. Kekkonen, who maintained relations with the West for 25 years while pursuing a policy of reconciliation and under-standing with the Soviet Union. **Elections Set**

Elections to select Mr. Kekko-nen's successor have been set for Jan. 17 and 18, and public opinion polls show that Social Democratic Premier Mauno Koivisto is a likely candidate. He has been deputizing for Mr. Kekkonen since he went

Deputy Premier Eino Uusitalo, a close acquaintance of Mr. Kek-konen, paid tribute on Tuesday to the president's powers of judg-

Mr. Uusitalo said: "The leader of the Finnish people, a man with a unique record, is now ending a quarter of a century's work as president of his nation and coun-

The Finnish people have had to rely time and again on his long ex-perience and his cool powers of judgment when confronted with problems of external and internal

Mr. Kekkonen was first elected to the presidency in 1956 by agrar-ians and Communists and retained their backing throughout his years in office. But later he was able to command the support of all the other major parties in Finnish poli-

Fought Bolsheviks

Although he fought Bolshevik troops in Finland's battle for independence in 1917 and was a noted hawk in the Finnish-Soviet wars of 1939-40 and 1941-44, he was rapidly able to establish good relations with the Kremlin when he became

The Soviet news agency Tass reported Mr. Kekkonen's resignation without comment. The brief Tass dispatch from Helsinki said he had resigned for reasons of

health but gave no other details. Political sources said a smooth passage to the post-Kekkonen era will be the proof that his policies

The premier will continue to act

as president until the electoral college, returned by popular ballot in January, appoints a permanent successor to Mr. Kekkonen, the

government said Tuesday.

Tributes were also paid by Finland's neighbors - Norway, Sweden and Denmark - and in Brussels, NATO diplomats said they did not think that Mr. Kekkonen's retirement would alter Finland's good relations with the Soviet Un-

But they did say that his departure would deprive Moscow of a useful and respected outside supporter on disarmament and securi-

Scandinavian diplomatic sources in Moscow said behind-thescenes signals from the Kremlin indicated confidence that Finland would continue to be a stable partner for Moscow in the West.

Far from regarding Mr. Kekkonen's departure as the "end of an era" in Finnish-Soviet relations, Moscow expects the close and cordial ties to be continued no matter who replaces Mr. Kekkonen, the sources said.

Relations between Finland and its powerful neighbor, both politically and economically, have never been as solid as they are at present, according to officials on both

In the 25 years that Mr. Kekkonen was in office, Moscow benefited from his support for many of its

He visited the Soviet Union about 30 times — five times on of-ficial visits — and was believed to be Moscow's favorite Western pol-

Over the years, he formed per-Premier Alexei Kosygin with whom he spent holidays in the So-

viet Union. In the Soviet press, Soviet-Finnish ties are often cited as an exam-ple of the sort of relations other The modernization plan also Western countries, particularly in calls for delivery of new U.S. Scandinavia, could have with Mosshort-range nuclear artillery shells far have refused to make all their



Roman Catholic faithful gather in prayer outside the grill of the main gate at the textile works in Zyrardow, Poland, during a Mass for striking workers that was being conducted at the mill.

West's New Proposals on Namibia Believed Acceptable to Angolans

LISBON - A five-nation negotiating team has secured Angolan support for the West's latest proposals on independence for South-West Africa (Namibia), diplomatic sources in Luanda said Tuesday

The sources, contacted by telephone from Lisbon, said the Angolans had responded favorably to the proposals during a long meeting Tuesday led by President José Eduardo dos Santos.

But a senior West European diplomat in Luanda said it was still too early to speak of a breakthrough on the dispute over the former German colony, where Angolan-backed guerrillas are fighting South African rule.

Angola's official news agency. giving Mr. dos Santos' reaction to the new proposals, quoted him as saying that all sides in the conflict now had an opportunity to work out a "just solution" to the territory's future.

Mr. dos Santos' comments appeared to signal a shift from his government's earlier reluctance to participate in Western proposals

The 15-man mission from the Western "contact group" on Namibia — the United States, Canada, West Germany, Britain and France — later left Angola for South Africa and further talks on

the proposals. It will then visit Namibia for talks with the South Africanbacked internal political parties before completing its two-week African tour with visits to Botswana. Zimbabwe, Zambia, Mozambique and Tanzania.

Anti-U.S. Protest

Radio Angola said the Western diplomats, led by Chester A. Crocker, the U.S. undersecretary of state for African affairs, were met on their arrival in Luanda by demonstrators waving anti-U.S. placards. "Reagan: Keep your hands off Angola," one read.

The Angolan news agency quoted the head of the French delegation, Jean Husseil, as saying on be-half of the delegation that its talks in Luanda had been very useful.

The diplomatic sources in Luanda said the two sides were closer after the talks. "The Angolan posi-tion was favorable and the attitude the Angolans took to the proposals was definitely optimistic," a source

The mission arrived in Luanda on Monday night at 1 met immediately with Sam Nujoma, the head of the South-West African People's Organization (SWAPO), which is fighting South African rule.

During Tuesday's talks with Angolan leaders, Mr. dos Santos told the delegates: "It has not been easy to convince the parties in-volved in the Namibian conflict essentially...SWAPO on one side and South Africa on the other to establish the understanding needed for a cease-fire to be signed and the transition to independence

His remarks, raising hopes that a cease-fire might be within reach, followed a declaration by Mr. Nu-joma on Monday night that he was willing to sign a cease-fire agreement with South Africa to enable a UN force to be set up in Namibia. would be within the frame work of the UN Security Council resolution on the territory's inde-

But Mr. Nujoma also said that if the resolution is not implemented. SWAPO will "continue the armed struggle until final victory.'

sources said.

mitted forces.

proved production of the new 155mm nuclear shell.

Before the program began

sources said, about one-third of

the roughly 1,600 U.S.-built 155mm and eight-inch artillery

pieces in Europe were capable of

firing either conventional or nucle-

ar shells - dual capable, in mili-

tary terminology. The goal of the

modernization plan, as drawn up

in 1977, sources said, was to give

dual capability to all the U.S.

made artillery deployed with American and other NATO-com-

The U.S. forces, sources in

Washington said recently, have al-

ready completed a key portion of

the modernization and will be able

to fire the newer nuclear shells, but

not all NATO allies have followed

suit. The Dutch, for example, so

The Western delegates were scheduled to meet with South African Prime Minister Pieter W. Botha, Foreign Minister R.F. Botha and Defense Minister Magnus Malan on Wednesday in Cape Town before leaving for the Namibian capital, Windhoek.

The South African Press Agency published a text of supposedly confidential proposals brought by the contact group that said the lat-est plan called for election of an assembly for Namibia under UN supervision before independence.

Majority Needed

The Western group suggests, the agency said, that the assembly, once elected, would have to approve a constitution for the new nation by a two-thirds majority for it to become law.

Despite official denials by South Africa, Angola says South African troops still occupy part of its southern territory along the border with Namibia, after striking deep into Angola two months ago in an incursion that Pretoria said was aimed at SWAPO bases and instal-

Union Girds for Strike As Polish Troops Move

WARSAW — Troops moved into towns across Poland on Tuesday on the eve of a general strike by the Solidarity union, and the government condemned what it termed "strike terror," including wildcat strikes involving 300,000

"The strikes affect the defense of the country," the official armed forces newspaper Zolnierz Wol-nosci said. "We cannot play with the fate of our homeland." The official news agency PAP accused Solidarity leaders of

"holding a pistol to the govern-ment's head" and warned workers against abusing the right to strike. "This time not just the government is at stake, but it is the whole nation, the state and Poland." PAP

State of Readiness

The Communist Party in Olsztyn and Bialystok ordered party members not to take part in the strike and the Polish radio said the party in Bydgoszcz was in a state of readiness to react to union deci-

Solidarity said Tuesday that its one-hour general strike set to begin at noon Wednesday would demonstrate that "nobody can tell us we can't strike if it is necessary."

As troops were deployed throughout the nation, the union issued instructions to its 9.5-million members, calling out everybody except workers in vital ser-

"The strikes affect the defense of the country." Zolnierz Wolnosci said. "We cannot play with the fate of our homeland."

The Warsaw Solidarity branch issued strike instructions to the region's nearly one million Solidarity members. All union members should take part, the instructions said, except those working in schools, inter-city transport ser-vices, food-processing and medical service and supply industries, radio and television and the power industry.

The statement said: "The strike will show our government that we will defend our members, that nobody can tell us that we can't strike if it is necessary, and that our mass, with funion chief! Lech Walesa at its head, represents the greatest number of people in our country ... We are working very hard and we cannot agree with our government's policies and actions. because we want to live in better

Meantime. Solidarity stuck up strike posters with a crowned eagle in Warsaw. The Polish eagle, the national emblem, has been displayed without its crown since the Communists took power in 1945.

The strike poster was in the form of a pre-World War II telegram. Proclaiming the stoppage for Wednesday noon, it said: "Famine Stop Reprisals Stop We Demand Establishment of a Social Council for the National Economy Stop It Is Our Program to Have a Self-Governed Republic All Po-land Warns Stop."

Military Units Deployed

The strike will be the second nationwide protest organized by Solidarity since it became the Soviet bloc's first free trade union in Aug-

As Solarity prepared to strike, hundreds of special military task forces sent to small communities around the country to help local authorities preserve order and handle vital economic jobs, began their first full day of work. It still was unclear as to just

what functions the task groups, ap-

While visiting striking workers Tuesday in Zyrardow, south of Warsaw, Mr. Walesa said that he was in favor of troops being used

White House Discounts N-Protests in Europe

anti-nuclear protest movement that increasingly is complicating European politics as a minority view that will not affect U.S. plans to deploy a new generation of me-dium-range nuclear weapons in

military increases could hurt the

they do not represent a widespread view of West European citizens," White House Deputy Press Secrelary Larry Speakes said Monda

telephone interview.

Mr. Meese said the United States will follow the course agreed on by NATO in 1979 of deploying modern nuclear weapons while pursuing talks with Moscow on reducing nuclear forces in Europe.

buildup of recent years."

[On Tuesday, Defense Secretary Caspar W. Weinberger acknowledged that the peace movement could become a matter of "considerable concern" if it spreads to the point where it affects policies of European governments, United Press International reported from Washington. |Mr. Weinberger was asked what

the U.S. reaction would be if pro-tests reach the point of preventing

European governments from de-ploying the weapons. Well, if it should go into anything of that kind, I think it would be a matter

European theater is conceivable. but stressed, "that is not the Vice President Bush also spoke

By Lee Lescaze

Washington Post Service
WASHINGTON — The Reagan
administration has dismissed the

Europe.

"While these are obvious expressions of concern by a free people,

An international panel says U.S. world economy. Page 2.

a statement.

"We feel this will not impact on our policies," presidential coun-selor Edwin Meese 3d added in a

The White House statement said that public opinion polls "consistently show strong majority support for NATO, and the West European governments certainly share our concern over what's clearly the main threat to peace in Europe the unceasing Soviet military

of considerable concern," he re-He repeated that a limited use of nuclear weapons starting in the

demonstrations, saying the Soviet buildup, not U.S. nuclear weapons in Europe, is the danger to peace. "I don't question the idealism of the people who have been protesting the deployment of mediumrange nuclear missiles in Western Europe. But I do question their sense of perspectives," he said.

"NATO is a defensive alliance. NATO exists because a threat exists," he told an audience of Euroean and American investors at the White House.

Mr. Bush reminded the investors that U.S.-Soviet talks on theater nuclear forces are scheduled to start Nov. 30. "Those who say we aren't willing to discuss these issues with the Soviets aren't talking "I hope that some people in Europe will lower their rhetoric long enough to listen to that point," he

The European anti-nuclear movement has picked up steam since Mr. Reagan took office. Its leaders cite statements by the president, Mr. Weinberger and other administration officials as evidence that Europe could be a nuclear battlefield in a war between the Soviet Union and the United States that neither superpower would escalate to a total nuclear

Last weekend, at least 600,000 turned out in London, Rome, Paris and Brussels to demonstrate for nuclear disarmament.

exchange.

Mr. Reagan shocked Europeans 10 days ago by saying that he could envision a nuclear exchange between the United States and the Soviet Union that would be limited to Europe and not erupt into world war. In an effort to reassure Europeans, Mr. Reagan issued a statement last Wednesday saying: The suggestion that the U.S. could even consider lighting a nuclear war at Europe's expense is an

outright deception."

There have been no protests in the United States such as the buge turnouts in Europe, but a recent Washington Post-ABC News poll indicated that many Americans worry about Mr. Reagan's attitude toward nuclear war. Mr. Meese said Monday the Eu-

ropean demonstrations indicate a fairly well-orchestrated attempt

NATO Moves Ahead With Program to Modernize Battlefield Arms

'77 Plan Is to Update Alliance Weapons to Fire U.S. Nuclear Artillery Shells

Vashington Post Service THE HAGUE - While controversy swirls around NATO's plans to modernize its nuclear missile force in Europe, the alliance, largely at U.S. insistence, is moving ahead with a lesser-known program that would increase the West's capability to fight a short-

range nuclear war. The program, first drawn up in 1977, calls for delivery of additional new U.S. nuclear artillery shells to Western Europe, tripling the number of weapons capable of firing them and devising new, diffi-cult-to-detect methods of deliver-

ing the weapons to the front lines.

Short-Range Shells A key portion of the program, adopted by NATO with much less public scrutiny than the controversial decision to deploy Pershing-2 sonally warm ties with Kremlin and Cruise missiles in Western Eu-leaders, especially the late Soviet rope, is moving ahead rapidly among U.S. forces, but has run into delays from some of the other countries, it was learned in recent talks with military sources in the Netherlands, Britain and West Germany.

and an expansion in the number of eight-inch batteries dual capable, according to sources here. Other NATO allies reportedly have yet 155mm guns and eight-inch howitzers that can live them, the to make final decisions.

BOMB ALERT — A remote-controlled bomb disposal unit crosses road near Oxford Street

Tuesday to investigate a suspicious package. Two packages — both proved harmless — were exploded as an IRA bombing alert continued. Scotland Yard sought six to eight suspects in the bombing on Monday that killed a man in the city's shopping district. Details, Page 2.

The first of the new shells were Modernization Program to be neutron warheads for the The modernizaton program also called for NATO units to adopt eight-inch howitzers but controversy has stalled this part of the pronew tactics to speed delivery of nugram. The White House has apclear shells to front-line artillery

without giving away their locations Up to now, sources said, the few nuclear-capable artillery batteries were easily identifiable because they carried special communications equipment. Under the new program, special firing teams were to be held back from the front line and dispatched with their nuclear shells to the batteries that were to

be used The plans to deploy medium-and long-range nuclear missiles in Western Europe, strongly pushed by the Reagan administration, have touched off mass demonstrations in Bonn, London, Paris and Brussels in recent days. NATO defense officials, inter-

viewed over the past weeks, justi-

fied the preparation for short-

range nuclear warfare by citing the

buildup by the Soviet Union

through the 1970s of nuclear artillery and other short- and mediumrange nuclear missiles. The buildup took place along with continped modernization of Warsaw Pact conventional forces, the offi-

cials said. **NATO Artillery**

If NATO increased the number of its artillery pieces that could fire nuclear shells, one Pentagon offi-cial said in explaining the modernization plan, the Soviet Union would have to keep its forces dispersed along the entire East-West border to reduce the effects of a nuclear strike.

A top NATO general gave another reason. The acquisition by the Soviet Union of new shortrange nuclear systems, he said, "made our nuclear artillery vulnerable." Once the Soviet Union begins producing dual-capable artil-lery, he said, NATO needed more of its own, based on the notion that nuclear artillery attacks nucle-

ar artillery. At the time the buildup of dualcapable artillery was approved by NATO's Nuclear Planning Group, it was thought these short-range

systems would be far less controversial for the public to accept than the long-range ones.

One of the first steps in the program, however, was to manufacture new eight-inch shells to replace the 20-year-old ones now de-ployed with NATO forces. Those shells were not only to be longer range, reaching almost 20 miles, twice the present range, but they were also to have neutron warheads. Neutron warheads use radiation rather than blast effects and heat as the main killing mechanism, so that, it is argued, they

would cause less structural dam-In June, 1977, a public furor broke out at the disclosure of the neutron warhead and a debate on whether to go ahead and produce it raged for almost a year, culminating in President Jimmy Carter's decision to build components but not assemble the controversial weapon. Meanwhile, discussion of other elements in the short-range

modernization program faded. In its place came a new emphasis on the need to push ahead with the longer-range Pershing and Cruise missile systems. Unlike the

decision on short-range modernization, which was carried on mainly in secret NATO made a public show of its December, 1979, decision to produce and deploy the

Nuclear Artillery Shells

NATO's building of new nuclear artillery shells, although slowed by the controversy over the neu-

tron shell, has continued. A new 155mm shell has been designed. Although it was once planned to make it a neutron shell. that idea, sources said, has been dropped. Instead, it will have a larger yield than the shell now de-ployed, but still will be less than two kilotons.

The Carter administration refused to fund production of this new nuclear shell but in one of its first acts the Reagan administration approved funding. The funds. however, are still in dispute in Congress where there has been long-standing opposition to having two types of nuclear artillery.

Sources on Capitol Hill and in the Pentagon said recently that they expect the dispute to be solved and a new shell produced for deployment within five years, unless NATO decides it is not have struck three times in 17 days,

police are taking all possible steps.

through the use of such methods.

expected or probable. It is, on the

contrary, to ensure that, even if an

adversary believed in limited nu-

clear war, as Soviet writings some-

times seem to do, he could not ex-

pect actually to engage in one without losses out of all propor-tion to the desired gains," he said.

honest Europeans who advocate

ly" emboldening the Soviet Union to create a European crisis or even

66% in Belgium

Oppose Cruise

Bases, Poll Says

The Associated Press

BRUSSELS - Two-thirds, or

65.9 percent, of Belgians do not

favor deploying medium-range

nuclear missiles in Belgium, ac-

cording to an opinion poll pub-

Commissioned by two Flem-

ish-language dailies, the poll re-

ported that 41.8 percent of Bel-

gians view such deployment as very unfavorable and 24.1

percent as "rather unfavor-

Only 13.3 percent said they

considered as "rather favor-

able" plans to place 48 Cruise

missiles here as part of a

NATO deployment scheme in

five European countries. A "very favorable" response was

given by 5.2 percent, the poll

It questioned 1,621 voters be-

tween Oct. 14 and Oct. 18, or

more than a week before last

Sunday's march by more than

100,000 protesters through

Brussels protesting the deploy-

lished Tuesday.

unilateral disarmament are "naive

Lord Carrington said that many

"I can assure the House that the

killing 3 and injuring 38 persons.

LONDON - Scotland Yard combed London Tuesday for a gang of six to eight Irishmen and women suspected of a role in the IRA bombing Monday that killed a man in the city's busiest shop-

Oxford Street, normally teeming with shoppers, was cordoned off Tuesday as police searched for devices similar to the 5-pound (2.3 suspicious objects or actions kilogram) bomb that exploded in a Wimpy hamburger bar. The bomb killed a police explosives expert as he tried to defuse it in a basement toilet. Police defused a second bomb at Debenham's department store, 400 yards away on the same

At Scotland Yard, Deputy Assistant Commissioner David Powis declared at a press conference that the police were hunting an IRA gang of "six to eight people, possi-bly with two young females."

Mr. Powis said that the suspects were believed to be still in London, possibly living as lodgers or short-term tenants. "The overwhelming likelihood is that they speak with Irish accents and may be recent arrivals." he said.

Network of Sleepers

bombers may be supported by a network of "sleepers" — IRA guerrillas infiltrated into Britain several years ago and activated for a new bomb campaign.

In the House of Commons, Home Secretary William Whitelaw appealed for public vigilance to

"Irish unity is not promoted by shedding British blood or Irish blood," said Rep. O'Neill, who is of Irish descent. "These acts of terrorism must be condemied by all these table in the wall. hose truly interested in the welfare of ireland." Monday's bombing was the first time since December, 1978, that the IRA attacked a civilian target in England. Since 1972, about 400

bomb and gun attacks on the mainland have taken 69 lives and Police said earleir that the maimed hundreds moving more policemen into cen-tral London and encouraged Christmas shoppers to be vigilant.

West End stores are relying on a bumper Christmas trade after a dismal 1981 turnover.

Carrington Says A-Missiles Are Safeguard Against War

LUXEMBOURG — British For-eign Secretary Lord Carrington on Tuesday defended NATO's plans for new nuclear missiles as a safeguard against war in Europe. At the same time, he criticized Western disarmament movements for "making war more likely."

In a speech here he explained the theory of deterrence behind the NATO plan to deploy new U.S. missiles capable of hitting the Soviet Union from European territory. Without referring to President Reagan's remarks about a nuclear war confined to Europe, Lord Carrington's speech explained how the new weapons are supposed to prevent any nuclear exchange.

Unless NATO ends the Soviet advantage in medium-range mis-siles, he said. Soviet planners may believe that "the West's only defense against Soviet theater nuclear weapons would be the intercontinental missiles in the United States and that America might not use these to defend Europe because of the prospect of Soviet nuclear retaliation against the United

States itself.' We have confidence in our ues: Built is wi potential adversary may think that determines his behavior." he said. In other words, the deployment of the new U.S. missiles would reduce any Soviet temptation to believe that Western Europe could be intimidated, according to the

NATO theory. Lord Carrington criticized disarmament advocates for distorting the theory of deterrence, "Failure to recognize this complicated but crucial fact about deterrence that it rests on thinking out and blocking off in advance a variety of possible moves in the mind of a possible opponent — underlies many of the criticisms of Western security policy," he said.
"To do this is not in the least to

have a 'war-fighting' strategy or to

Called a Risk To Economy help police track down the Irish Republican Army bombers who

Palme Panel Reports Benefits Exaggerated

> By Paul Lewis New York Times Service

as they have done in the past, to bring the criminals to justice," Mr. Whitelaw said, PARIS - An international panel on disarmament has agreed that They need help from the public, and above all, vigilance. Any the increased military spending that President Reagan is advocating to match Soviet spending risks should be reported to the police immediately," he added. making the world's economy worse

Meanwhile in Washington, The panel, known as the Inde-House Speaker Thomas P. O'Neill. pendent Commission on Disarmament and Security Issues, was cre-Democrat of Massachusetts, called the latest round of IRA bombings ated last year under the chairmandeplorable and urged Americans ship of former Premier Olof Palme not to contribute to any organizaof Sweden to act as a high-level pressure group for world disarmation that supports Irish unity

rather than better

Economic Case

It took as its model the Brandt Commission on development problems, a group headed by for-mer Chancellor Willy Brandt of West Germany. That commission achieved a major success last week when 22 leaders of industrialized and developing nations met in Cancun, Mexico. The meeting had been organized at the Brandt Com-mission's suggestion.

Prominent members of the disarmament commission, which ended its seventh meeting over the weekend, include former U.S. Sec-Scotland Yard said that it was retary of State Cyrus R. Vance; David Owen, former foreign secre-tary of Britain; Georgy A. Arba-tov, a member of the Soviet Central Committee; Lt. Gen. Olusegun Obasanjo, a former Nigerian head of state; and former Premier Mustapha Khalil of Egypt.

Speaking at the end of the session, Mr. Palme said there had been "a general consensus that there is now a strong economic case for disarmament." The \$500 billion a year spent on weapons, he said, was "tying up resources and skilled manpower that can be more profitably used in other ways."

In addition, Mr. Palme said the commission generally agreed that "the beneficial effects of defense spending on employment and technological development tend to be exaggerated and will become more so in future."

At previous meetings, the commission has supported the creation of nuclear-free zones as a concrete step toward more effective arms control; urged the United States and the Soviet Union to preserve their treaty limiting deployment of anti-ballistic missile systems; and called on Washington and Moscow to negotiate reductions in their European nuclear arsenals, as they have now agreed to do at talks that are to begin in Geneva on Nov. 30.

At closed sessions, participants said, the commission examined studies by outside experts that argued that higher arms spending was now more likely to promote inflation and unemployment than stimulate economic recovery, unlike the situation in World War II, when heavy military spending helped pull the industrial world out of the Depression.

Prof. Lester C. Thurow of the Massachusetts Institute of Technology said that the U.S. economy could safely afford any level of military spending considered nec-essary for national security, pro-

vided it was financed properly. In the Korean War, he said, the U.S. government wisely raised taxes and imposed controls on the economy to limit the inflationary impact of higher military spend-ing. But, Prof. Thurow said, President Lyndon B. Johnson tried to pay for the Vietnam War while also increasing social spending, leading to inflation and recession.



Chief U.S. delegate Max M. Kampelman, left, and chief Soviet delegate Leonid Hyichev talked in Madrid on Tuesday morning before the resumption of the European Security Conference.

Sparring, Gloom About Outcome Mark Resumption of Madrid Talks

nomic Community states, John Wilberforce, the British delegate.

chastised Moscow for its occupa-

tion of Afghanistan, a crackdown

on human rights activists and mi-

nority groups in the Soviet Union,

broadcasts and failure to give adequate notification of military

vers around Poland.

Afghan Opposition

continue to make clear their oppo-

sition to the Soviet-created regime

by fighting or fleeing in ever-in-creasing numbers," Mr. Wilber-

EEC nations, a Canadian proposal for a post-Madrid "experts' meet-

ing" on human rights, which the 35

Helsinki signatory states are

pledged to respect. Leonid D. Ilyichev, the 75-year-

ing note, saying, "We want to make it clearly understood that that we intend to use all legal

means at our disposal so as to

receive an adequate, prompt and

Institutions represented at the London meeting included Wells Fargo, Harris Trust and Savings Bank and Philadelphia National

Bank from the United States;

Commerzebank, Bayerische Vereinsbank, Hessische Landes-

bank and Westdeutsche Landes-

bank, from West Germany; Banco Ambrosiano di Milano from Italy;

Belgium's Société Générale de

Banque: Britain's Royal Bank of

Scotland; the Anglo-American Corp. of South Africa; Neder-landsche Middenstand Bank of the

Netherlands, and P.K. Banken

Belgian politican and former presi-dent of the European Economic

Community Commission, in his

capacity as chairman of the Syndi-cat des Actionnaires Etrangères de

la Compagnie Financière de Paris

et des Pays-Bas, a recently formed association of foreign shareholders

in the big French investment bank,

better known as Paribas, which is on the Socialists' nationalization

The London meeting of bankers is the latest sign that foreign share-holders in the companies due to be

nationalized are organizing themselves to fight for better terms

from the government.

Also present was Jean Rey, the

from Sweden

effective compensation.

He endorsed, on behalf of the

force declared.

Paris Bars New Terms

For Foreign Bankers

"The people of Afghanistan

By James Markham New York Times Service

MADRID - Almost one year old, the 35-nation Madrid conference on détente and human rights resumed Tuesday after a summer break, with sparring between East and West in a plenary session and expressions of gloom about the gathering's outcome among delegates in the corridors.

Since it opened formally last November, the Conference on Security and Cooperation in Europe has labored to review and advance the 1975 Helsinki accords, which enshrined the word "détente" in the international diplomatic vo-

But Western diplomats acknowledge that little true progress has been made, and, in private conversations, several senior delegates were pessimistic Tuesday that an overall agreement could be reached by a cut-off date of Dec.

With the Warsaw Pact and North Atlantic Treaty Organization states at loggerheads over the convening of a post-Madrid disar-mament forum, diplomats are al-tle new ground in his opening ready exploring ways of elegantly speech, according to diplomats

By Paul Lewis

PARIS - France's Socialist gov-

New York Times Service

erament on Tuesday apparently

turned down a joint demand by

U.S. and other foreign banks for a

substantial improvement in the

compensation they are being of-fered for their shareholdings in

French industrial companies and

banks scheduled for nationaliza-

proposals are just and equitable. If

ve need to explain them more ful-

ly to shareholders, we will do so.

But there is no question of any in-

crease," said Jean Le Garrec, the

state secretary responsible for the nationalization program.

To give foreign shareholders better terms than French ones would be discriminatory, he said in a television interview. "You can't treat shareholders in different ways, that's fundamental," he said.

Bill Passes Assembly

The Socialist-dominated Na-

tional Assembly Monday night passed the government's national-ization bill, 332 to 154, providing

for state control of five major in-dustrial groups, 36 banks and two financial institutions, The Associ-

ated Press reported. The bill now goes before the Senate, a largely consultative body which can amend but has no power to reject

legislation.
[The bill nationalizes the chemi-

cal group Rhone-Poulenc, the met-

Kuhlmann, the electronic firms Thomson-Brandt and Compagnie Generale d'Electricité, and Saint-

Gobain-Pont-à-Mousson, a diver

sified conglomerate. The financial institutions are Compagnie Finan-

known as Indosuez, and Paribas.

The government already has na-

tionalized two major steel firms,

Usinor and Sacilor, and has taken

majority control of the Dassault

aviation company and the military

manufacturing portions of the Ma-tra high-technology firm.]

Meeting in London

On Monday, representatives of 16 U.S. and European banks and

financial institutions denounced as

inadequate the French govern-

ment's compensation offer for their shareholdings in companies

awaiting takeover after meeting in London to coordinate their re-

The banks and institutions sai.

they accepted the government's

sovereign right to nationalize "any part of the economy which seems appropriate." But they described

the indemnization offered as fall-

ing short of internationally accept-

ed norms. Independent valuations,

they said. "point to a valuation at

least twice that proposed by the

While expressing willingness to

negotiate with the government, the communique published by the for-

French authorities.

Péchiney-Ugine

concern

sponse.

"We think the indemnization

ending this conference while keeping alive the flickering "Helsinki Western states, the Soviet Union does not release copies of its dele-Speaking in plenary session on behalf of the 10 European Ecogates' speeches to reporters in Ma-

Mr. Ilyichev, a deputy foreign minister, called attacks on Moscow's human rights record "cheap propaganda," and praised recent pacifist marches in Western Europe as a sign that "the spirit of detente is still alive." Mr. Wilberforce retorted that implementing the Helsinki human rights articles would give Soviet citizens the op-

portunity to demonstrate, too.

The growing pacifist and antiarmament movement in Western Europe, which has attacked the de-ployment of U.S. Pershing-2 and Cruise missiles in NATO states, has begun to stir some concern among Western delegates in Ma-

"I suppose it will make the Russians less likely to negotiate, won't it?" observed one Western European envoy. "They've got a good thing going, and I suppose they will try to keep it that way."

Contrasting NATO and Warsaw Pact conceptions of the post-Madrid disarmament conference, which would strengthen so-called "confidence-building measures" to lessen the chances of a surprise military assault, remain the main stumbling block to a Madrid agreement. The NATO states insist that such a conference have a strict agenda, while Moscow seems to envison a more opened-ended gathering.

Territorial Zone

journed July 28, the two sides disagreed over the territorial zone that should be discussed. After the Soviet Union agreed to include Nountains — the Helsinki accords cover only 155 miles (250 kilometers) — the chief U.S. delegate, Max M. Kampelman, offered a concession that would cover U.S. transatiantic troop movements to

But Mr. Ilyichev insisted Tuesday that another concession was required. So far, the position of the United States and its NATO allies is that no further concessions are

The failure of the Soviet Union respect even the limited Helsinki notification procedures before its military maneuvers near Poland this year has suggested to some diplomats in Madrid that Moscow is not interested in a conference on "confidence-building measures" except as a propaganda forum.

The situation in Poland, which had been in the center of attention at the conference, has receded somewhat as a concern. But, in an otherwise bland speech, Wlodzimi-erz Konarski, the Polish delegate, said Tuesday: "Only the Polish people must decide the future direction of their Socialist society."
This seemed to be a warning against Soviet interference.

WORLD NEWS BRIEFS

Madrid Defeats Bids to Reject NATO

MADRID - The Centrist government Tuesday defeated two leftist attempts to block the parliamentary debate on Spain's entry into NATO. The moves indicated that Premier Leopoldo Calvo Sotelo would be supported on the basic issue.

By a vote of 173-138, with 15 abstentions, the lower house of parliament rejected a Socialist motion demanding that a constitutional court rule on the parliament's right to approve entry into the North Atlantic

Treaty Organization. The house also rejected by 172-144, with 10 abstentions, a Communist and Socialist motion that the issue be decided by a national referendum, and not by parliament. Approval of Spain's entry into NATO is expected later this week by a simple majority vote.

EEC Clashes Over Textiles Pact

LUXEMBOURG - Member states of the European Economic Community clashed here Tuesday in attempts to draw up a common negotiating position for a new international textiles trade pact being negotiated this year, EEC sources said.

They said EEC foreign ministers deferred the question to national experts after sharp divisions emerged between the West German position, in favor of a liberalization of the pact, and that of the Italians and French, who want sharper curbs on textiles imports from developing

The ministers were attempting to define the community's position ahead of talks beginning again in Geneva next month on a third multifibre arrangement. The current arrangement expires on Dec. 31.

Musavi Nominated as Iran Premier

The Associated Press BEIRUT - President Ali Khamenei nominated Foreign Minister Mir-Hossein Musavi as Iran's new premier on Tuesday and asked partiament to give the hard-line fundamentalist a vote of confidence, the Pars news.

ency reported. Meanwhile, Mr. Musavi told a news conference in Tehran that Iran has a new plan to resolve the crisis of the Soviet intervention in Afghanistan that will be presented in the next few days, Tehran radio reported. Mr. Musavi did not spell out details of the plan but said it would exclude any U.S. or European involvement in the situation.

Air Fares in Europe Will Rise 3%

CANNES - Air fares in Europe will rise 3 percent starting Jan. I, it was announced Tuesday at the annual meeting of the International Air Transport Association. There will be some regional exceptions to the

overall increase, the organization's tariff coordination group said.

The association's secretary-general, Knut Hammarskjold, referring to a scheduled Dec. 2 meeting on North Atlantic fares, said association specialists estimate that unfilled seats across the Atlantic equal 56 empty Boeing 747s each day. "It has become imperative to establish an economic tariff structure," Mr. Hammarskjold said.

Air France President Pierre Giraudet, president of the association, denied rumors of a 10-percent fare rise in 1982 because of 1981 losses estimated at \$2.1 billion. Mr. Giraudet said some companies might ask for increases, but others only want existing rates to be applied with illegal discounts banned.

News Organizations Meet at Unesco

The Associated Press

PARIS — Representatives of news agencies, broadcasting organiza-tions and communications authorities from developing countries and the industrialized world on Tuesday opened a four-day meeting at Unesca-aimed at achieving a wider flow of information and exchange of pro-Among the subjects scheduled for discussion are reductions in com-

munications tariffs and greater use of space satellites to improve movement of information within developing countries and between these countries and the industrialized nations.

The meeting comes within the framework of the Paris-based UN Education, Scientific and Cultural Organization's growing role of serving as a forum for discussion of international communications issues.

Sudan Plays Down Libyan Crisis

The Associated Press CAIRO — Sudan's foreign minister on Tuesday sought to play down the danger of war with Libya, saying he hoped Libya would make good

on its promise to pull troops back from the Sudanese border.

Mohammed Mirghani spoke to reporters after a meeting with Egyptian President Hosni Mubarak. He said he gave Mr. Mubarak a letter from Sudanese President Gaafar Nimeiri and found the views of the two

بيانيا والأوالا

Asked if the crisis had eased, he replied: "Actually the crisis is there, the area of an easing." He said there was no evidence that Libya had pulled back its troops, but added: "We are still encouraged by their statement and maybe we say it will take some time before they reach that end and start to execute what they have said."

UN Deadlock on Secretary-General

United Press International
UNITED NATIONS, N.Y. — The UN Security Council was deadlocked Tuesday after four rounds of balloting to choose a candidate for UN secretary-general. Following the deadlock, the 15-nation Security. Council adjourned until Wednesday.

Council sources said that the election became a close contest between

cumbent Secretary-General Kurt Waldheim and Tanzanian Foreign Minister Salim Ahmed Salim, who is backed by a majority of Third World countries.

The sources said that Mr. Waldheim had slowly gained in the four rounds of inconclusive balloting and obtained the required majority. However, he was consistently vetoed by China, they said. The Chinese have emphasized in previous public statements that they favored a Third World candidate.

Afghan Rebels Seek to Swap Adviser The Associated Press

GENEVA - The International Committee of the Red Cross confirmed Tuesday that it has been approached by an Afghan insurgent, group regarding a proposal to exchange a captured Soviet adviser for rebels held by the Kabul authorities.

A spokesman for the Swiss humanitarian organization said the committee cannot act on the proposal until it has seen and talked to the adviser. Only after such a visit would the committee be permitted by its own rules to submit the proposal to the Soviet government, the spokesman said. He declined to elaborate.

Afghan sources in Islamabad, Pakistan, identified the adviser as E.M. Okhrimyuk, 67, a geologist who led a Soviet technical mission, was kidnapped in Kabul on Sept. 12 and was taken to a rebel stronghold in

Egypt Aide Stresses Camp David

By William Claiborne

Washington Post Service
JERUSALEM — Egyptian Foreign Minister Kamal Hassan Ali on Tuesday said that the Camp David peace accord is "the only fact in our area" and should be implemented before any other peace initiatives are considered. While he did not specifically

mention the eight-point peace plan advanced by Crown Prince Fahd of Saudi Arabia, Mr. Ali rejected at least implicitly any consideration of that plan for the time being when answering reporters' questions upon his departure after three days of talks with Israeli offi-

When asked if he supported the Saudi plan, which calls for Israeli withdrawal from territories occupied in the 1967 war and the estabshment of a Palestinian state, Mr. Ali replied: "We have now the peace pro-

cess, the Camp David accords, the only fact in our area and in our life now. Whatever are the initiatives here or there, it has to be discussed with the parties concerned. Many resolutions from the United Nations have been stated and published, but where is the practical thing that has to be done? So, the only practical thing is Camp Da-vid. We have to stick with it, we опју have to implement it before looking to implement any other initia-Mr. Ali added, "We have to deal

only with the fact, and that is Camp David. That is our opinion." Mr. Ali's comments were in sharp contrast to those last week by Egyptian Minister of State for Foreign Affairs Butros Ghali who, in an interview with the Beirut weekly. Al-Usbu Al-Arabi, said unequivocally that Egypt supported the Fahd plan.

"We support Prince Fand's plan, and are open to any initiative that may restore peace in the Mid-dle East," Mr. Ghali was quoted as saying. He told the Beirut weekly that Egypt did not claim any monopoly on peace moves in the region but was striving for a comprehensive settlement, "whether it stems from the European initiative. Romanian mediation or from a Soviet initiative. There is no dif-

Mr. Ghali added, however, that would be "stupid" of Egypt to abandon its present commitments before any other initiative becomes effective."

Mr. Ali, who met with Prime Minister Menachem Begin and other top Israeli officials during his stay here, said the two greatest problems in the Egyptian-Israeli and Gaza Strip were disputes over the right of Arab residents of East Jerusalem to vote for the proposed Palestinian autonomous council, and the construction of Jewish ci-vilian settlements in the occupied

The autonomy talks are scheduled to resume next week in Cairo at the ministerial level.

Tourism Agreement Signed

TEL AVIV (AP) — Israel and Egypt, breaking new ground in their normalization drive, signed a tourism accord Tuesday and agreed on improved phone and mail connections.

Israel Radio said an accord easing Israeli tourist access to Egypt was signed by Israeli Defense Minister Ariel Sharon and Mr. Ali at a meeting here. The agreement provides for opening four crossing points along the border after Israel rithdraws from the final sector of the Sinai desert next April.

Strike Hits Norwegian Oil

OSLO — Oil and natural gas production in the Ekofisk field of Norway's sector of the North Sea was halted Tuesday by a strike over wages by 500 production negotiations on Palestinian auton-omy for the occupied West Bank workers. About 400,000 barrels of oil are produced daily in the field.

3 Senators **Favor Sale** (Continued from Page 1)

bama; William Roth, Republican of Delaware; Wendell Ford, Dem-ocrat of Kentucky, and David F. Durenberger, Republican of Min-

nesota - as he continued his blitz at the White House. Mr. Gergen said that there was absolutely no chance he will withdraw" the arms package if it looks as if it will not be approved. "It will go to a final vote tomorrow

Mr. Reagan plans to send Senate Majority Leader Howard H. Baker, Republican of Tennessee, a letter Wednesday outlining the arrangements between Saudi Arabia and the United States for the sale. Mr. Gergen said. The letter will

not be classified, he added. The president's spokesman said that the arguments that Mr. Reagan was using in his talks with senators were "along the lines that this sale is in the best interest of seace and the national security of the United States."

Sen. Baker and his aides said that they were confident of switching enough votes to win the sale on a 50-50 tie and Sen. Dole said, "I think the president's going to win this thing."

ment of U.S. arms in Europe. Cognac Courvoisier... The French way of life.



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Call for International Conference On Mideast Renewed by Brezhnev

Washington Post Service
MOSCOW — Soviet President Leonid I. Brezhnev renewed his call Tuesday night for an international conference on the Middle East, calling it "the alternative to Camp David" and asserting that U.S.-Israeli policies "mean blood, destruction and serrow for the Ar-

In a vigorous push to regain dip-lomatic initiative in the region fol-lowing Anwar Sadat's death, Mr. Brezhnev coupled a stinging attack on the Reagan administration with

He said that the Palestine Liberation Organization should take part at the proposed conference on equal footing with Arab states bordering on Israel. He added that countries representing Western Europe, North Africa and South Asia might take part, along with the Soviet Union and the

In London, a British diplomatic spokesman said Tuesday that the 10 European Economic Community countries are nearing agreement on a restatement of their Middle new details about his proposal.

Which he first made last February.

East peace initiative, under which Britain, France, Italy and the

U.S. Cites Commitment To 'Friends' in Mideast

By Bernard Gwerrzman New York Three Service

WASHINGTON — The Reagan administration says in a report to Congress that although the United Congress that although the control
States has no formal security obligations toward Middle East nations, it has "general policy commitment to the security and integ-rity" of Israel and other "friendly states in the area."

As to Saudi Arabia, which President Reagan has declared he would not permit to become another Iran, the joint State and Defense Department statement said that the stationing of four U.S. Air Force Airborne Warning and Control System planes in that country and the proposed sale of five AWACS planes to the Sandis are evidence of "our commitment."

The discussion on U.S. commit-ments in the Middle East was included in a 10-part response to questions posed by the Joint Economic Committee. Its chairman, Rep. Henry S. Reuss, Democrat of Wisconsin, released the answers Monday along wth his own criti-

He said that the administration's statement "suggests that the administration is prepared to un-dertake 'commitments' to the military security of the Gulf states for which it has not requested or received congressional approval, contrary to constitutional proce-dure and long-established prac-

> Although he did not specifically attack the U.S. commitments to Israel, Sandi Arabia, and other states, Rep. Reuss said that the administration "has spelled out a dangerous strategic doctrine, which may return to haunt us in the months and years to come."

"It has asserted, in effect, a right to commit U.S. prestige, power and military might to the defense of remote areas of the world, without the advice, much less the consent, of the Congress," he said.

Earthquake in Yugoslavia The Associated Press

RELGRADE — An earthquake registering 3.4 on the Richter scale shook a sector 180 kilometers (108 miles) southeast of here shortly before noon Tuesday, a Yugoslav seismological institute announced. No injuries or damages were re-

of or the P

"the nature of the legal and de fac-to U.S. military commitments in the Middle East, Gulf region," the administration noted the 1959 mu-tual security agreement with Paki-stan, a similar treaty with Turkey and one with Iran which has been renounced by the current Iranian

"The United States has no other formal treaty obligations toward any other Middle East nation," the statement said. "However, our commitment as a matter of national policy to the security of Israel is

Security of Friendly States

We likewise have a general polcommitment to the security integrity of friendly states in the area, affirmed by the previous and the present administration," it

On Saudi Arabia, it said that the U.S. commitment "has been evident through the statements of every American president since Franklin D. Roosevelt."

"It is also evidenced in a variety of security relationships, including, first, the loan of AWACS aircraft, and subsequently, the administration's agreement to sell AWACS and other air defense equipment to Saudi Arabia," it said.

The administration said, in response to another question, that it is of utmost concern to the United States and our allies that the nations of the region remain independent and secure, that they be free to develop politically and economically unhindered by outside intervention, and that they be assisted in their efforts to improve defensive capabilities to defend themselves against external aggres-

On the administration's objectives in the region, it replied that "our overreaching aim" is "building up regional security, particu-larly against the threat of Soviet aggression, while working hard to help end one of the area's most persistent problems, the Arab-Is-

East peace process."
"Our regional objectives can be listed as follows," it said: "Stable access to oil and maintenance of lanes of communication; countering the spread of Soviet power; and improving our politiNetherlands will participate in the U.S.-led Sinai peacekeeping force.

Speaking at a Kremlin dinner honoring visiting North Yemeni President Ali Abdullah Saleh, Mr. Brezhnev denounced U.S. "saberrattling" in the Mediterranean This, he said, is "used for interference in internal affairs of the Egyptian people and creates a dan-

ger for the security of Libya." Broadening his attack on the United States, Mr. Brezhnev continued: "There has never been such a period in history when the policy of states, the destinies of whole peoples on all continents and cynically and with such naked egoism as is being done now by the

aggressive forces of imperialism."

He noted recent anti-nuclear protests in Western Europe, Japan and the United States with apparent satisfaction.

Meanwhile, the British spokes-man in London said a "consensus is emerging" on the EEC Middle East initiative after discussions among Common Market foreign ministers in Luxembourg on Mon-

day and Tuesday. [In Washington, the House For-eign Affairs Committee endorsed a plan Tuesday to have U.S. troops take part in the Sinai peacekeeping force, United Press International reported. A similar resolution passed the Senate earlier this month.]

European diplomatic sources said the Europeans are still seeking the best formula for tying participation in the Sinai force, under the Camp David peace agreement, with the EEC initiative to involve the PLO in peace negotiations.

Since the assassination of Sadat, the U.S. and Egyptian govern-ments have been pressing the Europeans to agree to earlier requests to contribute to the international force, which will police completion next April of Israel's withdrawal from the Sinai under the Camp David agreement.

"There has been greater urgency since Sadar's death," said a diplo-mat, because of the perceived need of the new Egyptian government to achieve the complete return of

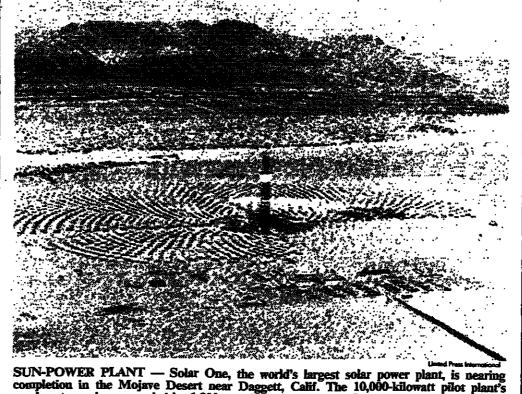
This was referred to publicly for the first time in Luxembourg by French External Affairs Minister Claude Cheysson, who told reporters, "Now, more than ever, it's important that Egypt does not experience failure."

Mr. Cheysson argued forcefully for rapid EEC agreement to participation by Britain, France, Italy and the Netherlands in the Sinai force, according to diplomats, but the Common Market's newest member, Greece, expressed strong

The Greek foreign minister reportedly argued that by participatng in the Camp David process, the Europeans would compromise their efforts to involve the PLO and Arab nations hostile to Camp

Beirut Concerned by EEC Force

BEIRUT (Reuters) - Lebanon on Tuesday became the third Arab state to voice concern over proposals that EEC countries should provide troops the Sinai monitoring



SUN-POWER PLANT — Solar One, the world's largest solar power plant, is nearing completion in the Mojave Desert near Daggett, Calif. The 10,000-kilowatt pilot plant's receiver tower is surrounded by 1,800 movable mirrors that reflect the sun onto the tower.

Doctors Block Pentagon Request, Refusing to Aid War 'Preparation'

By Wayne King

Now York Times Service
SAN FRANCISCO — A group of doctors in the San Francisco Bay area have rejected a request from the Pentagon to allocate hospital beds for casualties of an over-seas war on the ground that the allocation amounts to preparation for a nuclear war.

The doctors, members of the medical staff of Contra Costa County Hospital, turned down the Department of Defense request for contingency hospital beds in a let-ter last month to Dr. John H. Moxley 3d, former assistant secretary of defense for health affairs.

The letter, signed by Dr. Kathryn J. Bennett, president of the bospital's medical staff, informed Dr. Moxley that the staff "does not wish to participate in the Civil-

Greek Publisher Freed by Court

New York Times Service ATHENS - A Greek newspaper publisher, sentenced to two years imprisonment for alleging that for-mer Premier George Rallis was in-volved in financial corruption, was released Tuesday pending his ap-peal before the Supreme Court.

The decision by an Athens appeals court was seen as related to the advent of the new Socialist government last week, which the publisher, Makis Kouris, had looked to as the only means of securing his release.

Mr. Kouris had published a re-port claiming that the wife of the recently defeated premier, acting under cover of her husband, was defrauding the state of duties that should have been paid on her private import business.

rian-Military Contingency Hospital System" and said the plan "en-courages preparation for a war of catastrophic proportions."

The medical staff, the letter said, "feels strongly that participation in the system would offer tacit approval for the planning of a nucle

50,000 Beds Sought

The letter was in response to a request from Dr. Moxley in February asking area hospitals to participate in the plan, which would set aside 50,000 hospital beds nation-wide to supplement military facilities in the event of an overseas conflict that would produce a high number of casualties.

In the letter, Dr. Moxley said: "Because of technical advances in weaponry and the greater mobility of armies today, a future largescale conflict overseas will proba-bly begin and end very rapidly and produce casualties at a higher rate than any other war in history."

Although that request did not specifically mention nuclear weapons, Dr. Moxley said in a later let-ter, on June 11, in response to an inquiry from a San Francisco doctor, that while in principle the plan was developed to care for casual-

ties from a war involving conven-

eapons within a combat theater."

steering committee of a group called Physicians for Social Responsibility. The group attempts to spread the message that society cannot survive nuclear war.

Since the refusal of the Contra Costa Hospital to take part in the contingency plan, the area chapter of the group has asked other local hospitals to refuse to take part in it and has plans to start a national campaign of opposition, according

to a spokesman.

Dr. Moxley resigned the defense post Aug. 1 and his successor has not yet been confirmed by the Sen-Lt. Comdr. William Lambert,

deputy director of the contingency program, said by telephone from Washington that while other hospitals had declined to take part in the program none had cited nuclear strategic planning as the reason. He said that while several people have expressed concern only the Contra Costa Hospital had

taken any formal action over the

such a war could escalate to the use of chemical or tactical nuclear

That letter was in response to an inquiry by Philip Shapiro, a physician who is a member of the local

soon as they returned to the capital from the mission The Lempa River bisects El Sal-

vador, separating the capital and the heavily populated western two-thirds of the country from the Washington Post Service
WASHINGTON — A U.S.-supsparsely populated east. The bridge is among the most importplied helicopter opened fire on a group of Salvadoran peasants herding their cattle 10 days ago while U.S. military and civilian ofant spans across the river.

Aides in Salvador Saw

Pilot Fire at Peasants

By Don Oberdorfer

ficials looked on according to

The State Department said none

of the Americans participated in

the shooting or was responsible for

it. The Salvadoran helicopter pilot

is under detention, the department

The incident took place Oct. 17

as the Americans were being flown from the capital to inspect the Lempa River bridge, which had been severely damaged by insur-

gent forces two days earlier. In the

helicopter at the time, according to the sources, were two U.S. majors

from the Army Corps of Engineers, one of the 40 U.S. military

trainers assigned to El Salvador and a U.S. civilian engineer em-ployed by the Agency for Interna-

A State Department spokesman said Monday that Salvadoran mili-

tary authorities have told the U.S. Embassy that an investigation has been ordered, and that the pilot, a

Salvadoran, will be punished if "improper conduct" is turned up.

First Such incident

information about whether any of

the peasants were wounded or killed. The official said the pilot

claimed that the helicopter had

cident in which U.S. military per-sonnel have been involved in hos-tile action in El Salvador.

Officials said it was the first in-

The Americans evidently report-

ed the shooting to the embassy as

been fired on from the ground.

The spokesman said he had no

tional Development.

State Department sources.

The State Department has refused repeatedly to comment on. a report that Cuban troops flown to Nicaragua were responsible for the damage to the bridge. Unofficially, officials have expressed doubt of a direct involvement by the Cubans.

Leak Shuts India A-Plant

NEW DELHI — Leakage of light water has forced the shutdown of one of two 220 megawatt units of the Rajasthan atomic power station, but poses no radiation hazard, an official said Tuesday.

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YOU NEED SEND NO MONEY NOW

Liberators, Survivors of Death Camps Meet

By David Lamb

Las Angeles Times Service
WASHINGTON — With Russians and Americans sharing the podium as former allies, 500 men from a dozen nations gathered in Washington to recount their role as the liberators of the Nazi death camps in World War II.

"Unfortunately, the relations between our countries are difficult, but this is a time to remember the horror of those days and not a time for political speeches," said Lt. Gen. Pavel Danilovich Gudz, a former liberator, on Monday. Gen. Gudz, who headed the Soviet delegation, is now deputy head of the Soviet Academy of the Armed

Writer Elie Wiesel, a camp sur-vivor who is chairman of the Inter-national Liberators Conference, summed up the theme of the conference, saying, "For the dead and the living we must bear witness."

Secretary of State Alexander M. Haig Jr. opened the formal cere-monies Monday evening, saying that the Holocaust took place only after individual rights had been revoked and individual dignity de-nied. That, he said, should serve as nore the evil that man is capable of inflicting on mar.

"We have achieved unprece-dented progress for mankind," Mr. Haig said, "Yet, we carry the memory of an unprecedented crime against mankind. Even as we strive for the best, we know man is capable of the worst."

"What are we to do with this memory? How are we to bear it?
... I believe we can bear the memory of the Holocaust only if we strive to prevent its reconcrence," he added

The three-day conference at the State Department is sponsored by the U.S. Holocaust Memorial Council, a governmental agency set up last year to commemorate the 6 million Jews and several mil-lion others killed by the Nazis. There were also delegations from Britain, Poland, Norway, Czecho-

slovakia and Yugoslavia.
"We know that millions lost their lives in the Nazi camps, but that doesn't make it irrelevant to say 'thank you' to those who did get there and free the survivors,"

Philip Shandler, a spokesman for

yellow star armband. They were shooting Jews on the street."

Where is all my family. Where is everybody?"

who liberated the concentration camps in the spring of 1945 and of the survivors they freed. Tuesday and Wednesday are to be devoted mostly to panel discussions and witness accounts of what has come

what I saw there resulted in major changes in the way I would lead my life," said John Ginstrom, 64, an Atlanta businessman, Mr. Glustrom, after leaving the Army, helped form the Georgia chapter of the American Civil Liberties Union and became active in the black civil rights movement. He recalled that there had been

rumors in the Allied armies and in the United States about the gas chambers and the murder of milhons of Jews. But, he said, until he walked through the gates of Bu-chenwald, he had dismissed such talk as propaganda. The piles of bodies, some weighing no more than 50 pounds, convinced him

Most of the liberators saw the conference as an opportunity to re-mind the world of the brutality

Timerman Assails Argentine Critics Of His Winning of U.S. Press Award

NEW YORK - Jacobo Timerman, the exiled Argentinian pub-lisher, who is to be honored Tues-day night with Columbia University's inter-American journalism award "for distinguished journalis-tic contributions," has responded to his critics in Buenos Aires.

The award has been a source of controversy both in the United States and in Argentina, whose government will boycott the presentation, maintaining that Mr. Timerman's account of imprisonment and torture by the ruling military junta and anti-Semitism was untrue. The award of Columbia University's Maria Moors Cabot Prize has also elicited protests

from Argentine publishers.

Mr. Timerman, a former publisher of the Buenos Airos daily La. Opinión who wrote a book about his experiences entitled "Prisoner Without a Name, Cell Without a Number," issued the following statement here Monday: "The publishers who made these statements organized themselves to reject the decision by prominent members of Columbia University.

same amount of energy and time to do something to publicize the names of the missing people.

the Argentine armed forces and to the Argentine publishers than a decision made by Columbia."

mer editor of the English-language Buenos Aires Herald and recipient of a Maria Moors Cabot award in 1978, said many of the critics of the decision to give Mr. Timerman the price "are protesting because I quite honestly think they feel they have to protest." Mr. Cox had

But they never invested at least the

"I believe in dissent and the freedom to discuss my accomplishments and suitability to receive an award, but not by people who kept silent about the killings, kidnap-pings and torture that have been going on in Argentina for the last five years. This group of publishers has never made a statement supporting the committee of relatives of missing journalists. One hunthey disappeared. I think that this should be of much more concern.

Meanwhile, Robert H. Cox, forbeen forced to leave Argentina af-ter death threats against his family.

Helen Luksenberg of Silver Spring, Md., who survived three years in a camp near Auschwitz, said that she was 13 when the Germans attacked Poland and "they put us in ghettoes. They arrested my fathes. They made us wear the

'My father was liquidated. I was in a concentration camp for three years ... People say there was no Holocaust, she said. "It isn't true.

The meeting was the first formal gathering of the Allied soldiers

that civilized society is capable of inflicting on mankind. To keep witness accounts of what has come to be known as the Holocanst.

"The ovens were still burning when we got to Buchenwald, and pen again.

"The ovens were still burning when we got to Buchenwald, and the burning when we got to Buchenwald when we got to Buchenwa

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JOAILLIERS 6 rue du Faubourg St. Honoré

PARIS 8e

Page 4 Wednesday, October 28, 1981

Adjusting After Cancún

The Cancun 22 did not parley in vain. It was useful for President Reagan to try taking pie-in-the-sky off the agenda of North-South conversation. No doubt the arguments will continue in the vague "global negotiations" agreed upon in Mexico. But at least one point is now clearer. Poorer nations demand more control over international assistance agencies, and America rightly says no. There are other ways it can sensibly say yes.

What Reagan heard at the summit talks should have shaken some of his preconceptions. The World Bank and the International Monetary Fund were attacked as capitalist tools, and not just by radicals. That turns upside down the prevailing Washington dogma that these institutions don't promote free market development aggressively enough.

The two attitudes cannot be reconciled. But there is room at the margin for practical compromise. In the eyes of the have-not nations, the weighted voting at the World Bank and the IMF gives advanced countries too much control. They would make these institutions answerable to the United Nations. But sound lending practice doesn't mix with one-country, one-vote balloting, or with Soviet meddling.

The World Bank relies on private markets to raise the money it lends, and it is the independence of its judgments that makes its projects credit-worthy. Congress, moreover, is already reluctant to open its wallet for contributions to development banks.

Still, there is room for adjustment. The Reagan administration would do well to abandon its doctrinal opposition, for instance, to creating an energy affiliate of the World Bank. That attitude is too purist even for Britain's Margaret Thatcher.

Cancin hasn't opened the way for the grandiose New International Economic Order promoted by the have-nots. Nor can Reagan proclaim a mass conversion to the magic of the marketplace. But the deck has been shuffled and maybe now all the bluffing can give way to real bargaining.

THE NEW YORK TIMES.

Narrower Talks Can Help

At Cancún, President Reagan declined to support Global Negotiations in the elevated sense that requires capital letters. But Global Negotiations on the world's economy were desired by most of the governments represented there, most forcefully by those from the poorest countries with claims of social justice to press. Was Mr. Reagan wrong?

No. He was speaking for reality. Let's put it this way: If a hypothetical American president intended to do absolutely nothing for economic development in the poor countries, and if there were no limits to his cynicism, he could get rid of the whole issue by cheerfully supporting Global Negotiations in the United Nations. With that, a long list of urgent economic questions would vanish into a decade of vaporous resolutions, drafted carefully to avoid bruising participants' interests.

Oil prices are central to economic growth. Since the OPEC countries themselves have been unable to agree on oil prices for the past two years, how would you rate the chances of worldwide agreement at the United Nations? Everybody knows that it would be intelligent to set up an international reserve against recurring bad wheat harvests; but after years of talks, there has been no agreement on who is to pay for it. Poor countries want, with good reason, international agreements to stabilize prices of their exports. But past experience, as in the coffee and tin agreements, has not

been promising. Poor countries' access to credit is crucial, but any discussion immediately splits the governments seeking suspension of old debts from those seeking new loans. Poor countries' access to rich countries' markets, free of harassment by tariffs and quotas, is also crucial. But you may have noted that some of the Europeans who most enthusiastically supported Global Negotiations at Cancun are simultaneously working diligently in real negotiations at Geneva to keep textiles from the poor countries out of the Common Market.

It would have been helpful if Mr. Reagan had had a little more to say about American obligations, both moral and economic, to less fortunate people. But on tactics he was making a sensible point. Perhaps there are questions best resolved in worldwide discussions, although it is hard to think of many. More frequently, they can better be left to the two or three governments immediately concerned. Or they can be taken to the specialized international agencies on trade and finance. The poor countries - that is, all but the two dozen richest — are essentially pursuing a greater share of the world's economic power. Mr. Reagan is telling them that they won't get it through UN resolutions and that, meanwhile, they all might more usefully work together for their common benefit.

THE WASHINGTON POST.

Reagan's AWACS Error

ment for selling the AWACS. Foolish or not, he contends, the deal has to be honored to enhance his influence abroad. To which the only reply is that rewarding folly with political triumph improves neither reputation abroad nor policy-making at home.

The folly is bipartisan and deserves the Senate's bipartisan rebuff. The dying Carter administration promoted this deal, and its successors eagerly seized the pretext of "new developments" to break a previous presidential commitment. For Congress sold the Saudis F-15s --- whose range and power are now to be enhanced by missiles, fuel tankers and AWACS — only because the last president promised they would not be thus enhanced. So much for the new president's guarantees about the conditions of sale.

But surely Reagan has been chastened, it is said, and does not have to lose to learn from a mistake? The signs are otherwise.

This confrontation results not from a single error but from the administration's chronic failure to establish coherent foreign policies. It dramatizes the Reagan team's excessive reliance on weapons as a substitute for diplomacy. It demonstrates a crucial failure in consulting Congress, and the absence of sound foreign policy coordination at the White House.

If he finally prevails, would Reagan shake up his team and demand better? Would he tell the Saudis they have exacted Washington's last tribute until they find a kind word for Camp David and use their wealth to encourage Palestinians to talk to Israel? Hardly. He would commend the team and join America's Saudi traders in celebrating victory over the "Israeli lobby."

standing, Israel is not the main issue. At great cost, its security will somehow be

What argues powerfully against the deal is that it nurtures a fantasy — Saudi Arabia as a pillar of American strength. If that were so, the AWACS would not be such a frantic test of good will. If that were so, the Saudis would have compromised, to help the president. If that were so, the deal wouldn't even be necessary; the American-manned AWACS now flying in Saudi Arabia would be welcome indefinitely.

Saudi Arabia insists on its own AWACS for the same reason it will not open itself to U.S. bases: precisely because it fears the American embrace. To protect its wealth and ruling class, it naturally supports U.S. actions that counter Soviet influence in the Middle East. But the Saudis also resist America, and not only because of Israel. They know that the United States represents modernism, secularism and democracy, all of which challenge the vulnerable Saudi

The Saudis are a commercial asset, not a strategic partner. They will not replace Iran in war games or Egypt in peace talks. Their useful opportunism should never be confused with alliance.

Most of Reagan's supporters in Congress now concede this. They argue only against invading the president's domain. But why did Congress vote itself this power of review if, even against such obvious error, it never meant to use it?

THE NEW YORK TIMES.

Other Opinion

A Look of Waning Vitality in Bonn

The impression given by the Bonn coalition government in the last few weeks has been one of failing vitality. What little strength it retains derives less from constructive determination or any residual community of policy than from lack of a feasible alternative. The main thing holding the coalition together is the personality of Chancellor Schmidt, again because no replacement of comparable stature is discernible. The chancellor's state of health has become a major political factor, and should he cease to be available, the coalition could scarcely continue to survive. - From the Neue Zürcher Zeitung (Zurich).

Oct. 28: From Our Pages of 75 and 50 Years Ago

1906: Russian Revolutionaries

ST. PETERSBURG - While a wagon containing the receipts of the St. Petersburg custom house was being conveyed under escort it was attacked by twelve revolutionaries. They threw three bombs. Two of the attacking party were killed, two committed suicide and three were arrested. One bug of gold was stolen. The police and an enormous crowd of people rushed to the spot and dispersed the attacking party, which was plundering the wagon. The attack was committed within a hundred yards of an office of the Treasury Department. Every morning closed wagons, escorted by Cossacks, bring bullion from the outlying offices of the Administration.

1931: British Election Returns

LONDON - A landslide in favor of the National government, with a sweeping triumph for the Conservatives and a crushing defeat for the Labor Party, is indicated in the first returns of the British election. Returns to hand at this hour show a complete Labor debacle, with the defeat of principal Labor figures, including Arthur Henderson, the party leader. It looks as though the Labor Party is all but wiped out as regards parliamentary representation, and fewer Labor members will be returned than in any post-war House of Commons. The huge Conservative preponderance makes the early adoption of a protectionist policy practically certain.



In Japan, Reagan Sounds Frightening

By James Reston

TOKYO — Any remark by the president of the United States, no matter how casual, about the possibility of nu-clear war sends a shudder down the spine of Japan. People here have memories.
So when President Reagan implied the other day that maybe there could be a "limited" nuclear war in Europe without

a general nuclear war, the reaction in Ja-pan was, if anything, even more troubled than in Europe. The main headline in The Asahi Evening News on Wednesday last week said:
"Reagan Remarks on Limited Nuclear

War Stir a Furor." The subhead read: "Weinberger Tries to Calm Allies." The official "explanations" or "corrections" in Washington of what Reagan "meant" to say have not repaired the damage. They merely increase the enormous anxiety about the confusion and militaristic rhetoric of American foreign policy today.

It would be hard to overstate the neg-

ative effects in Japan of the president's lighthearted and mindless statements about nuclear war, unrelieved by the dominating emphasis by Haig and Weinberger on military responses to the world's problems.

There is an odd thing about this: In general, United States-Japanese relations are in good order, partly as a result of Ambassador Mike Mansfield's cool

restraint Economic problems have not been solved, but they have been minimized by quiet compromises. In 1975, total trade

between the United States and all countries in this part of the world, including Japan, amounted to \$42 billion. In 1980, the total was \$113 billion. Last year, despite all the differences, United States-Japanese trade, alone, rose to a spectacular and unexpected high of \$51 billion.

Even on military questions, there has been some progress. The Japanese government is cutting its domestic expenditures, increasing its defense budget and accepting the principle of patrolling the sea-lanes for about 1,000 miles along the oil routes from the Gulf.

Unintentional Drama

There are no longer public demonstra-tions against the 46,000 American troops here. The news is reported in English 24 hours a day by the United States armed forces radio, including, of course, play-by-play accounts of baseball's World Series World Series

But there are still fundamental differences between Japan and the United States. Japanese officials are trying to minimize them; but, unfortunately American statements unintentionally tend to dramatize these conflicts.

The basic difference is that officials here — and not only officials but also leaders of public opinion in the news media and the universities - do not accept the Reagan administration's estimate of the Soviet menace.

They do accept the argument that the

power faster than the United States, and that Washington and Tokyo must do something to redress the balance. But the Japanese are clearly uneasy with Ameri-"the so-called Soviet menace." They are insisting that it should be met not with arms alone but with a policy that will provide "comprehensive security."

This means increasing the defense budget moderately — not just pouring more and more money into weapons sys tems. Whatever is left over, the Japanese believe, should go into foreign aid to relieve the hunger and social tensions that might lead to war in the coming years.

On this theme, there are some but no major differences between Washington and Tokyo. But when U.S. officials keep emphasizing military solutions to every problem from El Salvador to Saudi Arabia to Pakistan to the Sea of Japan, the Japanese get very nervous.

And when Reagan talks off-the-cuff

about "limited nuclear war," they give you a present: a book entitled "Hiroshima and Nagasaki — The Physical, Medi-cal and Social Effects of the Atomic

It is not that Japanese officials are against Reagan or even against his increased military budget. It's just that they wish the president would think before he speaks about nuclear war, and that his secretaries of state and defense would talk a little more about peace than

01981, The New York Times.

Reagan Had Best Take The Worriers Seriously

By Nora Beloff

If Washington doesn't

record up to and including Afghanistan an increasing number of West Europeans regard President Reagan as a bigger threat to world peace than President

Reagan's blunt and homely style, which has endeared him to so many Americans, is being seized on by his enemies in Europe to give substance to the preposterous caricature of .a "might-is-right," trigger-happy cowboy. When Reagan muses aloud that "the only defense is, well, you shoot yours and we'll shoot ours," he is only restating the NATO policy of nuclear deterrence. Yet the words can be made to sound as if he accepted

To the untutored European ear, the very phrase "window of vul-nerability," which keeps cropping up in Washing-

ton, suggests that in a nuclear war, the Americans. unlike the rest of the world, hope to buy invulnerability. The president's now-famous remark on the possibility of a war in Europe in which "neither

it may have to show more sympathy for the European pressure to discuss arms restraint. of the major pow-ers pushed the button" seemed to confirm the epi-

thet of the British pro-Soviet trade union leader, Alex Kitson, which carned him a roar of applause at the recent Labor Party conference: "A limited nuclear war means a

nuclear war limited to Europe."

To the Pentagon, "the window of vulnerability" has a precise and technical meaning: It symbolizes the new threat posed by the cur-rent Soviet monopoly of long-range land-based missiles accurate enough to destroy the silos encas ing the missiles on the other side of the world. Many U.S. officials concede that the threat is nonexistent, yet defend the program as a useful "signal" to Moscow indicat-ing that the Americans cannot accept inferiority in any sector of nucléar arms.

After Vietnam, after Iran and now after the murder of President Sadat, it is easy to see why Americans feel they have been kicked around too long, and respond ea-gerly to President Reagan's reassertion of U.S. power, even though none of these setbacks would have been averted by more

nuclear weapons.

What Washington is only now beginning to appreciate is that these signals go not only to Mos-cow but also to Western Europe. And last week the Kremlin was remarkably quick to exploit the growing European fear that the Americans have indeed now accepted the inevitability of conflict and are actively preparing for war. Most Kremlin-watchers would accept the testimony of Galina

Orionova, the young defector from

L ONDON — It is painful but politically necessary for U.S.A. and Canada, who has identified the breakup of the Atlantic description. Moreover's expensionists diplomacy. In that case, the Russians should be reserving a Lenin Prize for the advisers who encourage the president to brandish the big nuclear stick while leaving Brezhnev a virtual monopoly on the

peace movement. Reagan seems unaware of how much he and his associates have contributed to the growth of the left-wing unilateralism and pacifism that he deplores. In Britain these views have captured the La-bor Party, while its previously dominant pro-NATO leaders have quit to form their own political party. Unless these succeed in breaking Britain's traditional twoparty mold, the next prime minister will probably be Michael Foot, a dedicated unilateralist who has always felt closer to "Socialist" Moscow than to "capitalist"

Nor is neutralism confined to the pro-Soviet and pacifist left. Mainstream seawant to preside over the timent has clung disintegration of NATO, to the Nixon-Kissinger notions of détente: the existence of interlinking interests between the superpowers. President Reagan's re-

al restraints in the power game has contributed to the European feeling that the two superpowers are merely defending their conflicting national and imperial interests.

If the present administration does not want to preside over the disintegration of NATO, it may have to show more sympathy for the European pressure to start immediately — and continue inces-santly — trying, with or without success, to negotiate arms restraint

Is it sensible in these circumstances for the Americans to continue to put on as much pressure as they did at the conference of defense ministers in Gleneagles, Scotland, last week, to induce the Europeans to accelerate the installation of Cruise missiles and Pershing-2s on European soil?

In the present climate we can expect passionately committed pacifists and leftists to use violent physical resistance against the installation of U.S. mobile weapons. In their present crusading mood, the youthful campaigners would be ready to risk their lives - and, if the Communists have any luck to lose them — in civil battles which might make the old Vietnam demonstrations look like kindergarten games.

The above is excerpted from an article contributed to The Washington
Post by Nora Beloff, the British
journalist and author of "Inside the
Soviet Empire: The Myth and the

_Letters-**Moods of West Germany**

In the report (IHT, Oct. 12) of the peace demonstration that was held in Bonn on Oct. 10, the use of

the term "nationalist" is bound to evoke apprehensions and a wrong notion of the new peace movement in West Germany. The report is accurate in quoting one of the speak-

ers, Heinrich Albertz, as describing himself as a new type of "German patriot." This idea of a new demo cratic patriotism is all too quickly transformed into a "new German nationalism" by the writer of the report. These two terms should not be confused. The difference is fundamental. Albertz's patriotism is based on a sound democratic tradition. Nationalism on the other hand, is inseparable from the desire for power and superiority over other nations.

No doubt, the spectrum of political sentiment or ideology among the peace demonstrators is very wide. But chanvinist right-wing nationalism definitely does not belong to that spectrum.
IRMGARD UMBRECHT.

Crailsheim, West Germany.

The front-page article about the large protest in Bonn against nuclear arms is journalism at its worst. Why are we treated to descriptions of the "so-called" peace movement and of a speaker's platform that "could have been used for a rock concert"? Both phrases trivialize an important event involving 250,000 people.

NORMAN J. GLICKMAN.

A casual reader of the editorial "Demonstrating in Boan" (IHT, Oct. 13) might well get the impression that the Federal Republic of Germany has suddenly been smitten with a peace-mongering majority based on a "powerful radical turn-the-other-cheek pacifism" of Protestant vintage, with the public being herded by "pastors and philosophy professors in dark suits" and expressing positions "in the moral absolutes of academic theology." The reality makes a lost more sense.

Having listened to solemn and repeated statements issued by superpower politicians, too many people have been led to believe that the European "theater" is considered to be the most convenient place in which the superpowers can fight each other to their last respective ally. That such a perception would motivate most normal people inhabiting that "theater" vocally and coherently to articulate their growater" vocally and concerns, ...
ing concern stands to reason.

LEOPOLDO J. NIILUS.

Cornerstones Gone

The late shah of Iran and President Sadat were the cornerstones of American policy in a strategic region. No doubt Sandi Arabia will be the next target, and no AWACS or brave rhetoric will be able to save such a weak regime. the United States in the region.

LLOYD MORRISON. such a weak regime. Israel is the only reliable ally of

Except for the man who pulled the trigger, no man on Earth did more to make survival impossible for Anwar Sadat than did Menachem Begin.
Florence. ADAN GRAETZ.

INTERNATIONAL Herald-Ex-Tribune

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In West Germany, Will Re **Neo-Fascism Lives**

By John Dornberg

MUNICH — Whither neo-Nazism and the radical right in West Germany? The question isn't new. The answer is usually that the rightist extremism one observes hereabouts is but a post-mortal convulsion of history, the last hurrah, so to speak, of geriatrics unable to break out of the Nazi mold.

Were it only so. Increasingly, there are alarming signals that the specter of the German past may well haunt the West German future as well, and in a manner more violent

than anyone dared to predict a few years ago.

That was never more apparent than one evening last week in a quiet, tree-shaded suburb of Munich, where two young neo-Nazis were killed, another critically wounded and two others captured and two police officers were injured in a 15-minute gunbattle.

lice officers were injured in a 15-minute gunbattle.

The rightists, among them a 19-year old Frenchman linked to fascist groups in France, were all members of an obscure political party; the Volkssozialistische Bewegung Dentschlands (People's Socialist Movement of Germany, or VSBD), whose leader, Friedhelm Busse, 52, was arrested at his nearby house minutes after the shooting. Four other members of the group were apprehended near Ghent, Belgium, last Friday.

Like last year's rightist bombing during Munich's Oktoberfest, which took the lives of 13 and injured 221, this latest incident has sent shockwaves through the body politic and raised grave questions about

the body politic and raised grave questions about the vigilance of West German police and internal

security agencies.

By official count, neo-Nazis and radical rightists number 20,000 persons spread among 75 groups and grouplets, often with interlocking memberships. The figures are not in themselves cause for alarm, having actually been much higher in the 1950s and '60s, but they have risen sharply in recent years. Moreover, the militants have become strident in their public appearances and more violent in their tactics, which range from singger actions reminiscent of the early days of Hitler's Shurmabteilung to terrorism of the extreme leftist Baader-Meinhof variety.

That, too, was apparent from the incident here. The two dead men, aged 22 and 24, were implicated

The troubling fact is that during the past four years the rate of extreme rightist violence has almost trebled.

in a 73,000-Deutsche-mark (\$32,000) bank robbery in northern Garmany last month and were suspected to be on their way to rob a bank again, with the loot intended for "the movement." In their car was an arsenal of hand grenades, machine guns, rifles and dynamite that they had just collected from an even

larger cache in Busse's house.

The troubling fact is that during the past four years the rate of neo-Nazi and extreme rightist violence has almost trebled - a pattern that shows no sign of peaking. Moreover, the violence and terror gap between far left and far right is closing rapidly, with the extreme tight now responsible for almost as many murders and even more injuries.

There seem to be several explanations for the trend, including the fact that the older "establishment" radical right groups, including the National Democratic Party (NPD), are considered "too mod-erate and too ineffective" by the new breed of

Busse is an example. In 1969 he was a candidate for the Bundestag on the NPD ticket. Two years later, fed up with NPD "wishy-washiness," he launched his VSBD. It is said to have only 50 dues-paying members but almost 1,000 active supporters, with strongholds outside Bavaria in Hesse, Baden-Württemberg and North Rhine-Westphalia.

The real activists of neo-Nazism are, however, no longer even political has-beens of yesteryear such as Busse, but a generation of fanatics in their 20s and 30s - and some in their teens - for whom the "glories" of the Hitler past, including the Holocaust, are

the bope of West Germany's future.

The movement draws support, ideology, vast piles of literature and considerable stocks of arms from what is becoming a kind of neo-Nazi interna-

> A survey commissioned by the chancellor's office found that some 18 percent of adult West Germans believe the country was 'better off under Hitler.'

tional that has roots and tentacles in France, Belgi-

um, Britain, Scandinavia, the Middle East and the

Two of Busse's men caught last week have admitted to receiving terrorist training from Phalangists in Lebanon. The four apprehended in Belgium had links to the paramilitary Vlaamse Militante Orde in that country. In searches of the homes of 1,000 neo-Nazis last spring. West German police seized stocks of literature from racist and Nazi groups in the United States and Canada.

ed States and Canada.

Although 20,000 extremists in 75 groups may seem a small threat in a nation of 60 million in which the once-feared NPD has dwindled to percentile insignificance at the polls, the raw statistics do not reveal the fertility of the soil in which they operate nor the violence to which they are committed

According to a survey commissioned by the chancellor's office last winter, some 18 percent of adult West Germans believe the country was "better off under Hitler." Around 13 percent have what the researchers called "a radical-rightist view of life," and almost half of these condone political violence, including terrorism, as means in pursuit of their

ideological goals.

Thus, the real threat depends on other factors. One is the willingness and ability of the West German body politic and public to open the right eye and not focus exclusively, as has been done for years, on the mensce from the far left.

Whether hanning nearNazi groups is effective is

Whether banning neo-Nazi groups is effective is debatable. Since the arrest of Karl-Heinz Hoffmann last summer and the outlawing of his Nurembers-based "Military Sport Group," 25 similar paramilitary organizations, made up of many of his adherents, have sprouted around the country.

Another factor is the socio-economic future, for which the outlook at the moment is bleak. As the recession deepens and unemployment rises, will there be a hunt for scapegoats? Recalling Hitler's focus on Jews, Neo-Nazi propaganda focuses on the 2 million foreign workers and their 2 million dependents employed and living in West Germany. "Foreigners Out" is already the slogan of every extremist group.

The ultimate threat may depend on whether the neo-Nazis discover a new Führer — the right man at the right time, so to speak. The stage is empty for the time being.

61981, International Herald Tribune.

Lee W. Hoebner Publisher Philip M. Foisie Executive Editor Walter N. Wells Editor Robert K. McCabe Deputy Editor

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Clan War Reported to Halt on Chinese Island

By Michael Parks. Los Angeles Times Service

PEKING — The feuding clans of Hainan Island off the southern Chinese coast have been enemies for generations, and over the summer they resumed their war fighting five battles and raiding each other's villages.

Scores were injured and at least three persons killed. Dozens of houses were burned, cattle, pigs and other livestock were looted and rice and other crops were destroyed in the fields.

The rival villages in Hainan's Changliu prefecture near Haikou City, the island's main town, were turned into fortresses, surrounded by turreted ramparts and defended by machine guns and rockets as well as militia men armed with rifles. Each side had its own armed outposts and roadblocks as well as fortified headquarters in clan tem-

The Chinese media have now reported a peaceful resolution to the conflict. The object of the war appears to have been control of the fertile fields around Haikou now

that peasants are able to return to family and village farming.

But there were probably deeper roots as well. A radio report from Haikou noted that each of the clans had refurbished its own temples and halls for ancestor worship, usually an assertion of political authority by right of inheri-

Reporting that "large-scale armed clan fighting occurred in Changliu" from June through August, the radio commentary claimed that order was eventually restored by a "work team" of more than 600 policemen, soldiers, militia members and local officials under Communist Party leadership.

"Twenty-two ringleaders who had organized armed clashes and those who had led in [the revival of] feudal supersition, along with murderers, rapists, looters and assailants were arrested by late last month, the radio said, indicating that the roundup was continuing. "Numerous weapons and tools for criminal purposes were confiscat"Public order has been re-stored," the radio asserted, detail-Work out truces, dismantle madblocks and village fortifications. disarm most of the forces, and break the hold of leaders on their

"At present, the armed clan fighting in Changliu prefecture has been completely stopped," the broadcast of Oct. 19 declared. The commune members are seizing the time after the rainy season to start sowing winter crops enthu-

This acount, which has also appeared in Guangdong provincial newspapers in different forms, is the latest in a series of reports of such feuds over the past three years on Hainan, which lies off the coast of northern Vietnam in the Gulf of Tonkin and is regarded by most Chinese as inhabited by rather wild tribes.

Much larger clashes were reported by the dissident political journal, Exploration, in 1979 — tens of sands of combatants involved

Ariel Durant

came up with nothing new in their

research of non-primary sources for the series, which has long been a bonus offering of the Book-of-

Even the Durants wondered

aloud and in print just how many

of the "Civilization" sets on bookshelves in thousands of homes had actually ever been read.

The late Los Angeles Times lit-

erary critic Robert Kirsch, in re-

viewing "The Age of Napoleon" in

1975, answered the "envious and

quite explain the impressive contri-

butions of this remarkable teacher

tor in life and writing, Ariel Du-

For example, Mr. Kirsch said,

"The Age of Napoleon" is "more

than the sum of its parts; indeed, it

is their [the Durants] joint response to the whole range of an

age...all the memorable aspects

of events and ideas ... which make the whole come alive."

Mrs. Durant was named woman

of the year in literature by the Los

Angeles Times in 1965. She was

given the Huntington Hartford

Foundation creative writing award in 1963 and the Presidential Medal

rant, reader and commentator.'

the-Month Club.

hostile critics."

on the various sides with more stored," the radio asserted, detail- than 300 casualties — but never ing efforts of party officials to confirmed officially. The main goal was to reclaim the top political posts for local leaders, who had been ousted 25 years before on orders from Peking.

> Later in 1979, protesters took over a local radio station, broadcasting denunciations of the government and the party before po-lice and troops ousted them. The demonstrators also swept through offices, guesthouses, and two restaurants, generally looting everything that could be taken and also stealing the voluminous files of the party and security offices.

Right after that insurrection was put down, according to later re-ports in the People's Daily, wars broke out over much of the island. There have been incessant clashes over the past couple of years," the People's Daily said in March, last year, reporting the last effort to restore peace. And six months later. policemen were imprisoned for selling government arms at high prices to the feuding families.

Ex-Aides Set To Testify in **McGoff Case**

S. Africans Promised Immunity in Return

By Robert L. Jackson and Ronald J. Ostrow Los Angeles Times Service WASHINGTON - Two princi-

pal figures in the Justice Department's long-simmering South Afri-can influence investigation have agreed to cooperate with prosecutors and to provide testimony against publisher John P. McGoff, it has been learned.

The potential witnesses, Eschel M. Rhoodie and L.E.S. DeVilliers, are former officials of the South African government. In return for a promise of immunity from U.S. prosecution, they have agreed to testify that they played a role in advancing Mr. McGoff \$11 mil-lion in funds from their government to influence U.S. opinion, sources close to the case said.

Mr. Rhoodie and Mr. DeVilliers

have told department attorneys that Mr. McGoff's long friendship with former President Gerald R. Ford first attracted them to the publisher seven years ago. In 1974, Mr. McGoff received South African funds through a secret Swiss bank account to try to purchase the Washington Star, according to a report by a South African judi-

cial commission two years ago. The two South Africans are understood to have told investigators that they met Mr. McGoff.in Geneva to arrange the payment. But when efforts to buy the Star failed. Mr. McGoff - without consulting and returns in a depressed state to used Dart of the his \$6-million purchase of the Sac-ramento (Calif.) Union, according to their account. Mr. McGoff later sold half interest in the paper to Pittsburgh philantropist and inves-tor Richard Mellon Scaife.

Mr. Rhoodie and Mr. DeVilliers, who were high officials in the South African Department of Information, agreed to cooperate in the investigation after seeing records gathered by the U.S. Justice Department indicating that Mr. McGoff had diverted part of the South African funds to his person-

Mr. McGoff, who lives in East Lansing, Mich., allegedly used some of the funds for his swimming pool, boat and house. Investigative sources said he also used some of the \$11 million to make undisclosed stock purchases. Employees in Mr. McGoif's off-

ice in Michigan said the publisher was traveling Monday and was unavailable for comment. His Washington attorney, Raymond G. Larroca, refused to comment on the

funds which ultimately may have originated in South Africa." Mr. Rhoodie was convicted in

South Africa last year on charges of misusing \$37 million that the Department of Information spent secretly to improve South Africa's image in the United States, Brit-West Germany, Japan and other countries. He and Mr. DeVilliers reported-

ly have said that they exercised no control over Mr. McGoff's pro-

Aside from Mr. McGoff's activities, sources familiar with the U.S. investigation said there was no hard evidence that any South African funds were used to influence federal elections in the United

Baron Inc., a New York public relations firm, has told the department that former President Ford was paid \$10,000 in South African government funds for addressing a Houston seminar in 1978 on the subject of business opportunities in South Africa. Mr. DeVilliers reportedly said he lied to Ford about the source of the funds, telling the former president that the Baron company was paying his fee.

15 Die in Nicaragua Crash

MANAGUA — A government helicopter chasing rightist guernilas slammed into a hall in the fog killing 15 airmen in northern Nicaragua, the Defense Ministry re-

The Joy of Cookbooks: A Bonanza for Publishers

By Edwin McDowell

New York Times Service
NEW YORK — Pelican Publishing has 26 cookbooks in its current catalog, everything from Scottish recipes to cooking with herbs, Nevertheless the Gretna, La., house is surprised by the many advance orders it has received from as far away as New York and Los Angeles for its forthcoming kosher-Creole cookbook.

There doesn't seem to be any limit to the kinds of books that cooks are interested in," said Kate Siegel Bandos, Pelican's marketing director.

The all-time best-selling hard-

cover cookbooks are still those that, in their earliest editions at any rate, offered no-frills recipes and advice: "The Fannie Farmer Cookbook" (which dates to 1896), "Better Homes and Gardens New Cook Book" (1930), "The Joy of Cooking" (1931) and "Betty Crocker's Good and Easy Cookbook" (1954),

But these days the bookracks in the United States overflow with ethnic cookbooks, cook-books for dieters and diabetics, books with regional specialties, collections of recipes by writers and dessert books. In short, there are cookbooks for every taste, even some that conceivably would have satisfied Piero di Cosimo, the 16th-century Florentine painter, who are only hard-cooked eggs. "Pve even heard about a cookbook for dog food," said Ann Bramson, an editor at Harper & Row.

Problem for Unknowns

The end is nowhere in sight. "It sometimes seems as though anybody who cooks thinks they can write a cookbook," said Su-san Lescher, literary agent for a number of cookbook authors and food writers. It also seems as though anyone who writes one helped open new culinary worlds by publishing the likes of James can get it published, although Beard, Julia Child, Simone Beck that is not really the case. and Marcella Hazan. Yet Mrs. Jones remains receptive to Editors say it is harder for an suggestions from relative unknowns. "The Vegetarian Epi-

unknown to get a major house to publish a cookbook than a first novel because cookbooks require greater editorial attention and, with illustrations and layouts, are often more expensive to produce. Nevertheless, cookbooks are being submitted in record numbers.
Editors attribute the surfeit to

a growing interest in food and greater sophistication about its preparation. But just thinking about the dreary and unimaginative contents of many of the submissions is enough to give some of them indigestion. "I'm totally uninterested in gimmick books, like every recipe

ever done involving peanuts," said Judith B. Jones, an editor at Alfred A. Knopf. "I'm looking for the kind of book that teaches you something new, that opens up a new dimension or a new world.' Over the years Knopf has

come to food as an avocation."
Bramson said. "It is what they do
for a living. They are usually
chefs, food columnists or cocking teachers." What she looks
for, she said, is "books that teach
cooking rather than marchy size cooking rather than merely give recipes," books in which the authors enable readers to see something about cause and effect in the kitchen rather than just follow steps." Jones, on the other hand, tends to shy away from books by pro-

fessional chefs. "They don't cook the way people do at home," she explained. "They have people cutting things into strips for them, and it's hard for them to transplant themselves into the average kitchen."

One good way to get a cook-book published is under the auspices of a church, social club or civic organization. Five years ago Alice Antreassian wrote "Armenian Cooking Today" for her Armenian Church diocese. Now in its third printing, it is sold in a number of New York bookstores. Many such books are eventually picked up by regional or national publishers.

Doubleday published "The Plantation Cookbook" by the Junior League of New Orleans. while Ballantine has recently published trade paperback edi-tions of "The Southern Junior League Cookbook" and "The Western Junior League Cook-book" (originally published in hardcover by David McKay). Pelican's "Herbs: From Cultiva-tion to Cooking" was originally tion to Cooking" was originally published as a fund-raiser by the Herb Society of Greater Cincin-nati. The first 3,000 copies of "The Joy of Cooking," which has since sold 8.5 million copies, were run off by a local printer for a church in St. Louis.

Belfast Setting Fails to Make 'The Outsider' a Success O'Flaherty's 1925 novel, "The Informer," with its reproduction of

By Thomas Quinn Curtiss International Herald Tribune

DARIS - In 1978 Tony Luraschi, a California filmmaker, went to Dublin to shoot a film on the political-religious conflict in Northern Ireland. Entitled "The Outsider," it is based on a novel by Colin Leinster, a Life photographer who covered the turbulent Belfast scene.

It tells of an Irish-American veteran of the Vietnam War who, on being demobilized, is fired by his grandfather's tirades on the British oppression of his people. The former soldier enlists in the Irish Republican Army, goes to Ireland, and is assigned to terrorist mis-sions. Disillusioned by the experience, he makes a perilous escape

this folderol of kidnappings and slayings of suspected enemies, of complicated conspiracies and civil strife is that war is hell, a lesson he might have learned in Vietnam. "The Outsider" is appropriately

sage that can be deciphered from

named. An outsider's views might throw instructive and tonic light on Ireland's current woes, but here no discernible point is scored. The film, save for its setting, moves outside the realm of its selected subject, concentrating on the ruminations of an alien participant re-cruited in a political struggle. His personal dilemma is remote from the chosen situation and of extreme banality for he is drawn as that maudlin prototype, the mixed-

It is significant that just last

Giorgio Zancanaro was out-

standing for his dignified portrayal

of Miller. Eugenia Moldoveanu's

struck spectators with its chilling sense of immediacy, while this film with its intended up-to-themoment urgency emerges as another movie melodrama of common cut far from recognizable reality. This is not a case of objectivity or neutrality. O'Casey's plays of political unrest were both objective and neutral, but from explosive materials they distilled the essence of genuine tragedy.

cure." for example, was written by a filmmaker. Anna Thomas. "She hoped the royalties would

help her support her filmmaking habit, and indeed they have,"

said Jones, who is also editing a

book by a Michigan backpacker who got so tired with the com-

mercial products available that

she wrote her own cookbook for

"I wasn't looking for a vegetar-ian or backpackers' book." Jones

said. "I was persuaded by what

Narcisse Chamberlain, an editor at William Morrow & Co.,

another major cookbook publish-

er, commented: "I used to be

able to get a decision out within 24 hours. Now some manuscripts

are so good that I spend an awful

lot of time reading even ones I

know I'm going to say no to."
"Most of my authors don't

one person put on paper.'

Luraschi's direction is acceptable but routine and so is the work of his cast, though Sterling Hayden as the garrulous grandpa rises above the histrionic level of his companions. (At the Hautefeville-Pathé, the Gaumont-Ambassade and PLM Saint-Jacques in Eng-

Nello Santi's conducting was

distinctive for its expressive phras-

ing and taut control of crescendos.

He was well served by a principal

clarinet who made light of his

prominent role, but the orchestra's

strings sounded wiry and undiscip-

lined

the troubled World War I era, romances, is back again with his ingratiating grin and macho As this is reputedly a period of change, he has switched roles in his latest vehicle, "Le Professionnel," though, as the posters

Jean-Paul Belmondo, the affable

athlete of Gallic screen adventure

promise, he is equipped with a protective firearm. This time he is neither cop nor robber, but a secret service agent who is officially dispatched to assassinate a troublesome tyrant of darkest Africa. After his arrival in the unfriendly land, government policy alters and the assassination is no longer deemed necessary. He, alas, is caught red-handed in his preparation for the murder and is condemned by the despot to hard labor in a desert extermination camp, while in Paris his superiors write him off as a casualty. Little do they know him! He escapes from blazing-sun confinement, makes his way to France and plans to slay the African ruler when he comes to Paris on a diplomatic vis-

it, though his colleagues seek to prevent his revenge. Georges Lautner receives credit for the direction, but when Belmondo is on - and he is on almost uninterruptedly — it is his antics that are the chief attraction. (At the Berlitz, the Normandie, the Cluny Palace and the UGC Odéon.)

The major plays of Federico García Lorca are of much the same pattern, with everyone exuberantly happy and wearing festive folk costumes at the start and with Act 3 concluding with everyone grieving over the death of someone

or other and wearing deep mourn-

Though of slender and obvious plot, his plays with their high col-oring and vivid incident would gode and the Olympic Balzac in its original tongue but under the French title "Noces de sang.")

Death and Resurrection of Dieter Appelt, Ufficio dell'Arte/Creatis, 44 Rue Quincampoix, Paris 4, to Nov. 12.

The 46-year-old German photographer Dieter Appelt bandages himself with a thin layer of plaster and after it dries and starts cracking, photographs himself. It is not new that photographers create the world they picture, but rarely has anyone achieved visual expression of such beauty and insight into the eternal fear of death. He is not a novice when it comes to dark and mysterious beauties. In the early 70s he photographed Scottish mountains and French graveyards. Thorough and methodical, he also

Art

put the Queens Museum on the map after 10 seasons of trying. The show, "Shipwrecked 1622: The Lost Treasure of Philip IV,"

opened less than two weeks ago. It

tan Bank, some 100 objects of the thousands retrieved so far from the wrecks of the Nuestra Senora de Antocha and the Santa Margarita fill six rooms.

and jewelry worth \$70 million on the antiques market have been re covered since the Antocha was found in 1971 and the Santa Margarita in 1980 in the Straits of

percent of what went down with the two galleons, sunk in a hurricane while escorting Spanish merchant ships back to Spain.

and Miami, Fla., after it closes in

New York Nov. 29.

pictures man's primitive desire to fly. A pair of white wings, con-structed by himself, illustrate his vision of mastering nature and, in a way, reaching for immortality.

Salon Photo-Cinema, Exhibition Hall, Porte de Versailles, Paris 15, to Nov. 2. As an appendix to the fair of

photographic and cinematographic material and equipment, an exhibition gallery with several shows of-fers the best and the worst of what can be organized at such event. "China Seen by the Chinese," 120 black-and-white and color pictures, shows the way Chinese see and photograph themselves. The theme of work dominates the show. Photographs from a menthly magazine. Geo, are enlarged to enhance color photography.
"Nudes From Daguerre to Today" is misleading in its title, badly or-ganized, and fails to show any development or evolution in the treatment of the subject. -C.G.CUPIC seem ideally suited for cinematic translation. Carlos Saura, the Spanish director, seems to have missed their screen potentialities in his adaptation of "Bodas de sangre" (Blood Wedding). Instead of filming it as the revenge tragedy it is, he has shot it in a terpsi-chorean studio version — as a ballet rehearsal, with flamenco heelstomping and accompanying guitars and vocal wailing. It is a baller photographed rather than an autheatic motion picture, with dance rather than drama as its accent (At the Ouintette Pathé, La Pa-

WORLDWIDE ENTERTAINMENT

PARIS LES 2 VIDILIABURES



Historian Ariel Durant Dies at 83 in California By Richard West did not think the name Ida fitted

Los Angeles Times Service
LOS ANGELES — Ariel Durant, 83, who at age 15 roller-skated to New York City Hall to with him on a long collaboration in the writing of history that won them a Pulitzer Prize, died Sunday night in her Hollywood Hills four works home, it was announced Monday. Mrs. Durant had been in poor health since having a stroke in February, 1979. Her death came more than six

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years after the couple finished grow, their magnum opus, "The Story of Af-Civilization," with an 11th volume, "The Age of Napoleon," The 10th volume, "Rousseau and Revolution," received the Pulitzer Prize for literature in 1968.

During the Durants' 68 years to-gether Mrs. Durant was her husband's researcher, reader and commentator. He did not want to try to write another "Civilization" volume without her help; for the series, she pored over 5,000 books, jotting down facts on colored slips of paper for her husband.

Before Mrs. Durant's health

failed, however, the two produced one more book, "A Dual Anto-series, "Our Oriental Heritage," biography," an account of their marriage and literary work. It was

great deal of research help from co-author. his wife on many of them.

rents on May 10, 1898 and was brought to the United States in 1900. She was raised in New York City and was living in Harlem in 1913 when she married the New England-born Mr. Durant, a Roman Catholic of French Canadian descent who was her teacher at the experimental Ferrer

anna da fi Angeles Times, she recalled her wedding day: "I roller-skated all teristic (A) the way down from Harlem, and I of thems got there all flushed and sweaty, with a torn stocking and a skinned

Modern School

In realis

der Hille

Mrs. Durant's maiden name was

her, so he rechristened her Ariel. "I always pictured her about to fly

off," he once said. Although much younger than her husband and lacking his formal education, she had a mind of her own and was never afraid to debate him on any subject.

"We're different people," Mrs.
Durant said after the "Civilization" series was completed. "Male and female. Different races. Different religious backgrounds. It was our differences that made us

After their marriage, Mrs. Durant enrolled at Columbia University while Mr. Durant, who had also taught Latin and French at Seton Hall College in New Jersey, became director of the New York She is survived by her husband, who will be 96 on Nov. 5; and their daughter, Ethel Benvenuta.

Labor Temple School. Mrs. Durant never took her bachelor's detheir daughter, Ethel Benvenuta.

In 1926 Mr. Durant published "The Story of Philosophy," which quickly became a best-seller and brought in the money he and A his needed to devote their lives to historical scholarship. The book has never been out of print and has sold almost 4 million copies in 19 languages.

came out in 1935, carrying only Will Durant's name on the title published in 1977.

Mrs. Durant was credited with collaborating with her husband on Age of Reason Begins," was published in 1961 did Mr. Durant action which supply fact and and put her name on the book as co-author.

In 1943 the Durants had left litty, however sincere, does not apply the complete the book as co-author. eight books. Mr. Durant wrote knowledge his wife's contributions other books on his own, but with a and put her name on the book as

Mrs. Durant was born in Russia New York and moved into a twohouse in the Hollywood Hills. Volumes 3 through 11 of the and philosopher and his collabora-"Civilization" series were written

'Napoleon' Afterthought The Durants did not want to extend the series into modern times. "Rousseau and Revolution" to have been the final volume. In a 1975 interview with the Los But both of them had long been fascinated by Napoleon, whom Mr. Durant regarded as the most exciting man since Caesar, so plans were changed and the Napo-

Some critics sniped at Ariel and Will Durant as popularizers and Ida Kaufman. But her husband even romanticizers of history who

leon-era book written.

Designer Edith Head Dies; **Won 8 Oscars for Costumes**

costume design who received a record eight Academy Awards for her work on films, has died of a rare disease of the bone marrow. In a career that spanned more than 50 years, Miss Head, whose bangs, bun, tortoise-shell glasses and two-piece suit became unmistakable fixtures of the Hollywood scene, worked on 1,000 films and was nominated for 35 Oscars. She designed clothes for Eliza-

beth Taylor, Mariene Dietrich, **OBITUARIES**

Rita Hayworth, Marilyn Monroe and Hedy Lamarr, among many

Miss Head, who died Saturday. received her first Academy Award in 1949 for "The Heiress," was followed with awards for films that have become a part of Holly-wood legend, including "Samson and Delilah," "All About Eve," "A Place in the Sun," "Roman Holi-"Sabrina" and, more recentday. "Sabrina" ly, "The Sting."

Of the award for "The Sting," Miss Head, who is said to have preferred designing for men, re-marked with some pride, "It was the first time that the costume design Oscar went to a picture with

no female star." Miss Head also designed the costumes for such films as "The Greatest Show on Earth," "The

Paris Airport Bombed; No One Hurt in Attack

United Press International PARIS - A bomb exploded in a terminal building at Charles de Gaulle airport Tuesday and caused some damage but no injuries, authorities reported. It was the second blast at the airport in 13

bours. Officials said the bomb was hidden in a waste basket near an elevator entrance. On Monday night, a car in an airport parking lot was destroyed in an explosion that also caused no injuries.

New York Times Service Ten Commandments," "Funny LOS ANGELES -- Edith Head, Face," "Pepe," "Butch Cassidy 80, the doyenne of motion-picture and the Sundance Kid" and "Air-DOTL"

In a business known for its temperamental personalities, Miss Head, who was barely 5 feet tall, managed to survive more through her ability to please mercurial directors and stars than for her design creativity, a distinction that even she acknowledged.

"I've been a confirmed fence-sit-Miss Head once said. "That's why I've been around so long. Miss Head was born in San Bernardino, Calif., and was raised in the mining town of Searchlight,

Nev. Tiring of teaching French at private schools for women in California, she went to work for Paramount in 1923 as a sketch artist. While at Paramount, Miss Head was credited with starting the craze for sarongs in the 1930s, when she designed the costumes for Dorothy Lamour in "Jungle

By 1938, she had become the

chief costume designer at Para-mount, switching to Universal in 1967. She published two books,

"The Dress Doctor" and "How to

Dress for Success." Pete Reiser

NEW YORK (NYT) - Pete Reiser, 62, former Brooklyn Dodger star outfielder who won the National League batting title in 1941 with a .343 average, died Sunday night after a long respiratory illness in Palin Springs, Calif., a family spokesman said Monday. Mr. Reiser, a native of St. Louis.

career batting average was .295. Gleon Anders

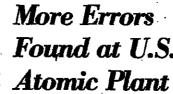
was a speedy, exciting player who stole bases and chased flies wir.

abandon, often crashing into out-

field walls. His flashy style carned

him the nickname Pistol Pete. His

NEW YORK (NYT) --- Glean Anders, 92, Broadway leading man in the 1920s and 1930s, most notably in Eugene O'Neill's "Strange Interlude" in 1928 opposite Lynn Fontanne, died Monday.



signed to protect the \$2.3-billion installation from earthquakes, a

day. .. but the question we're asking

at Diablo Canyon.

Additional Hearings

apparently will not be allowed. The NRC authorized low-power operating license will require additional federal hearings later.

The errors are almost certain to fuel opposition to the bitterly contested power plant. Opponents for years have argued that the plant is inherently unsafe because it sits about 3 miles (4.8 kilometers) from an offshore earthquake fault. Thousands of anti-nuclear activists tried to blockade the plant for two weeks in September.

Found at U.S.

The Associated Press

LOS ANGELES — A second set of design errors discovered at the still-unstarted Diablo Canyon nuclear power plant has raised doubts about the whole system de-

government official has disclosed. "Our principal concern is whether or not we should have confidence in other work that was done," said Jim Hanchett of the Nuclear Regulatory Commission's San Francisco-area office on Mon-"These two errors themselves don't appear to be insurmountable

is: Are there other ones out there? He said quality-control systems are supposed to catch mistakes and that system apparently failed

The question is: What were the deficiencies in that system that allowed these errors to go undetected until now?" he said. "Until we can bound that problem, we're going to have to keep looking. [The answer will help determine] whether this reverification effort should be expanded into other areas of the plant."

Until such questions are answered, fuel-loading and start-up of the Pacific Gas & Electric Co. plant testing last month. A full-power

Both design problems involve modifications begun in 1977 to strengthen pipes and other components against a quake.

An Adventurous 'Luisa Miller' in Zurich By Andrew Clark tional Herald Tribun VURICH — The Zurich Opera L has a Verdi tradition that in recent years has found room for some of the less-known early operas as well as established favorites. "Luisa Miller," which has just

been given a new production, falls

into neither category. It is a transi-tional work, marking the point where early Verdi ends and his middle period begins. The staging of the Austrian di-rector Alfred Wopmann is advenmrous without resorting to experi-mental techniques or sacrificing the work's appeal. Beyond the tragic tale of young love and

Mr. McGoff's lawyers have said in federal court papers that the South African commission report amounted only to allegations that Mr. McGoff "may have borrowed

South African writings. The Jus-tice Department investigation is based on Mr. McGoff's failure to register as a foreign agent, but the lications of the diversion of funds have added more weight to

But Mr. DeVilliers, who had a cover as an employee of Sydney S.

United Press International

Luisa benefited from her agile voice and air of humility. As Count Walter, Bonaldo Giaiotti gave a vintage characterization of the proud and obstinate father. Photography Scene

parental pride, he sees an illustration of the gap between aristocracy and common people, his sympathies lying clearly with the lat-

Toni Businger's set is dominated by a black marble arch within a framework of stone pillars, symbolizing the rich, dominating and cold-hearted world of the ruling class. For the scenes at Miller's house, a simple wood cut-out panel is added at center stage. But the ornate crest of the arch, like an ugly headstone, remains visible as a reminder that the two worlds do not mix. In the court scenes, vulgar embellishments create an atmos phere of neoclassicism which linked to the exaggerated gesture: of the courtiers, borders on the

Sharp Contrast In the well-to-do dress of the vil-

lagers as much as in the palatial court. Woomann and Businger betray their preference for the original setting in Schiller's "Kabale und Liebe," over the more modest world envisaged by Verdi and his librettist, Cammarano. But the gamble pays off because of Wop-mann's ability to keep the contrast between the two worlds sharply in focus and to project the clash of emotions and moral principles. His eye for detail and drama brings out the best in Verdi's operatic invention, and his use of the stage is always musical.

In the confrontation between Miller and the count, for example, villagers and courtiers underline the clash of wills by taking fiercely partisan sides. In Wurm's scene with Luisa, the repulsive courtier, not content to blackmail her, even tries to have his way with her. Excellent ensemble work by the chorus brought the larger scenes to life, and the difficult closing scene was rounded off with spontaneity and momentum.

The main flaw in the production was the lack of an adequate tenor. Fortunately in "Luisa Miller" Verspreads the musical plums among five major characters, and the rest of the cast gave polished performances.

Sunk Treasure Shown in N.Y. United Press Interne TEW YORK -- The first major exhibition of the most valuable Spanish galleon treasure ever rescued from American waters has

has tripled attendance at the museum, which occupies a structure surviving from the 1939-40 New York World's Fair. Organized by the museum's di-rector, Janet Schneider, and un-derwritten by the Chase Manhat-

Gold and silver bullion, coins

This is estimated to be only 5

The show will travel to Jacksonville, Fla., Key West, Fla., San Juan, Puerto Rico, Jackson, Miss...

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NYSE Nationwide Trading Closing Prices Oct. 27

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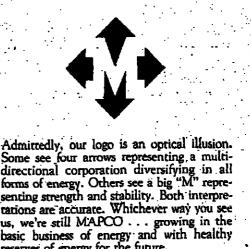
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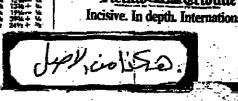
rounittenty, our togo is an optical litusion. Some see four arrows representing a multi-directional corporation diversifying in all forms of energy. Others see a big "M" representing strength and stability. Both interpretations are accurate. Whichever way you see us, we're still MAPCO... growing in the basic business of energy and with healthy reserves of energy for the future.

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The world at your finger tips.

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PARIS, OCTOBER, 1981

A SPECIAL SUPPLEMENT

Executive Market Eases - But Searching Doesn't

By Roger Collis

WHILE many recruiters report a decline in VV the total executive job market, they say it has become harder to find and attract the right people to the jobs that are available. This is because the recession has made executives more cautious about considering a career

At the same time, companies are becoming more selective in whom they hire. They may demand, for example, a proven track record in their specific field. Everybody is auxious to avoid making expensive mistakes. Companies are taking the companion of cost cutting proare taking the opportunity of cost-cutting programs to weed out mediocre executives. Top-flight talcut is being assiduously courted.

According to Jean-Pierre Houdiniere, a partner of Paris-based consultants Houdiniere

partner of Paris-based consultants Houdiniere & Morgan, the current recession is mainly affecting middle-management, those earning \$20,000-\$40,000. Nigel Kenmode, senior partner of Berndtson international in Geneva, said, "In general, there are less executive job opportunities but openings in top management are as numerous as ever. There is a switch from glamorous consumer goods, like food and cosmetics where property is not so feet food and cosmetics where growth is not so fast these days, to high-technology industries and the service sector."

Mr. Kermode said that one function in great demand is the financial controller particularly in rescue situations. Roy Shirley, Brussels-based managing partner of recruitment consultants TASA SA, said, "The financial man is walk in the said, "The financial man is walk in the said." cial man is really top at the moment. With high interest rates, companies want to know what to do with their cash. Good money managers and people with treasury experience are in very short supply."

Rescue Managers

Philippe Colombu, joint managing partner of Berndtson in Paris, said he is getting a lot of assignments for "rescue managers, particularly in ailing industries such as machine tools and

Olivier Romieu, president of Spencer Stuart & Associates in Paris, points out that the rescue manager is a rare individual: "Someone who has the courage and the ability to put all or part of a company into liquidation and start from scratch; this means taking risks with his

Mr. Shirley believes that the "cutter" is different kind of person from the "builder." "A good example is Memorex," he said. "They took Robert Wilson in as chief executive and he cut the thing to ribbons. But he didn't rebuild for the future. Guys like that end up on top but they haven't got the nature or the skills to do what a growth market demands."

The generalist seems to be as much in demand as the specialist. "There is a definite move toward the generalist, someone with solid technical experience plus general management. It's critically important today for him to be a good people manager as well," Mr. Houdiniere said. John Foden, London-based chief

executive of PA International Ltd., agrees Broadly, we need two kinds of an individual. The super technologist, someone who can design the equipment that designs computers, and the generalist, who knows how to manage the specialists and motivate them."

Demand for Maturity

These management paragons are unlikely to be whiz kids. "The ideal age is now 48 to 55 instead of 35 to 45," said Mr. Romieu. "I'm seeing a demand for maturity," Mr. Shirley said. "The older man is getting more valued and companies are much more open-ended on the top age limit. We recently placed a guy of 56." Said Mr. Kermode: "People are much more onen minded about age. They're looking more open minded about age. They're looking

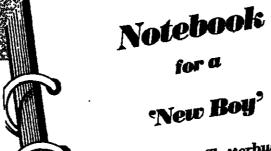
more open minded about age. They re looking less for stereotypes."

Searches are taking longer to consummate. "I was asked by the minister of industry to find a top guy," Mr. Colombu said. "It took me six months. It's very hard to attract people to high risk situations. Prestige is often more important than money." According to Mr. Romieu. "Older executives, with seven or eight years to go, can better afford to take risks than years to go, can better afford to take risks than men in their thirties and forties. It can be an interesting end-of-career challenge."

John Fulford, a London-based director of recruitment consultants, Grosvenor-Stewart Ltd., said that a large number of job offers are being turned down. "Candidates are often available, but it's hard to get a man to clinch a tob. Today constitution to get a man to clinch a available, but it's hard to get a man to clinch a job. Today everything has to be right, whereas a few years ago if 75 percent was right a man might take a risk." Jacques Doyon, managing director, Continental Europe, of MSL Management Consultants Ltd., said, "We have a high percentage of last-minute refusals. The reasons might be housing, education, pension funds and just general postability. Everything

reasons unignt of nousing, education, pension funds and just general portability. Executive mobility is an absolute myth."

Gerard Cliny-Melin, president of Spencer Stuart & Associates in Paris, believes that there is more job mobility in the smaller, higher-performing companies than in larger organ-(Continued on Page 10S)



By David Clutterbuck VEN if you join at the very top,

the first day in a new company is just like being the new student in a If you have done your homework strange school well, you will have accumulated a

good deal about the background of the company and its financial health. You will have tried to arrive early for the job interviews so you can get deliberately lost in the back corridors to observe what really lies behind the marbled porticoes. And you will have spoken to the receptionist, the doorman and any middle-level secretaries you can find because, if there is any dirt going around, they will usually know about it long before most of the

In spite of all these preparations, senior managers. you may still be walking into a mine field. Many an executive has come to grief early in his new job because he failed to recognize that the welcoming mat spread out for him concealed a pit dug by people with a vested in (Continued on Page 8S)

The Asian Experience: It Can Be a Jolt

By Peter Cordingley

HONG KONG — For an executive on his first overseas tour of duty, life in Asia can be a considerable jolt. With the exception of the Philippines, where there is a relatively strong American cultural overlay, Asia, for most businessmen, is an unfathomable territo-

In most places, techniques and approaches learned in business school are not adequate training. At best, they serve as a basis for doing business, and in some countries, Japan being the most striking example, they could be

Most expatriates who have been in Asia for some time, and who have traveled around it.

zones for business. To the north there is Japan - a land where you need to know as much about social etiquette as anything else to be a business success. Then there is Hong Kong and Singapore, where, according to popular legend, deals are clinched so swiftly a foreigner could miss out if he closes his eyes to light a

And last, Southeast Asia, where patience and a none-too-zealous attitude to business ethics are perhaps the most useful virtues. The eneral consensus is that beginners should not be sent to Japan. As one senior executive as an American multinational put it, "There is no way you can prepare someone for the frustrations that go with a business dinner in Japan. Three hours of social banter, usually with lots of liquor, and then, at the end, a polite no from your Japanese hosts about the business deal. I've seen experienced executives crack under the strain. It's no place for young

Nationality Differences

It would appear that certain nationalities fare better — or, more exactly, less badly — than others. Northern Europeans, who tend to have a longer "patience fuse", handle the frus-trations considerably better than Latins. North Americans fall somewhere in between while Australians, with their usually-disarming bluntness, have been described as bulls in a Japanese tea-house.

The problem of nationalities goes even further. Some multinationals are said to have adopted an unofficial policy of not mixing foreign nationals in the same office. Experience has shown that living in a "hostile" cultural environment like Japan's, merely emphasizes the differences between foreigners.

from two basic sources - language and social. Learning Japanese is a time-con-suming business and only a handful of businessmen have mastered it. As a result, most expatriates spend their day surrounded by a totally incomprehensible noise. Physically, it can be extremely wearisome while psychologi-

cally, it can produce a sensation of alienation. This is made more acute by the simple fact that it is virtually impossible for a foreigner to penetrate the local social world and be accepted. One American executive, with 10 years' experience in Japan commented, "If there is one person who has managed this, I would like to meet him. In all my time here, I have never come across an expatriate who can honestly claim to have crossed the barrier."

The attitude of most Japanese toward foreigners is not easy to analyze. One British ex-ecutive called it a "cocktail of indifference and subtle hostility." The effect on businessmen is (Continued on Page 10S)

CLIENTS are abused by headhunters."

said Jacques Doyon, managing director for Continental Europe of MSL International Consultants Ltd. "They often pay through the nose for search when it may not be the most

Mr. Doyon believes that there is a lot of snobbery attached to headhunting and that re-

cruitment has been divided artificially into search and selection. "The client should con-

centrate on the ends, not the means," he said.

"Each recruitment assignment requires a different approach," said John Fulford, direc-tor of Grosvenor Stewart Ltd. "This might be

propriate way to recruit an executive."

The Recruiting Business: A Guide to Basic Services

THERE are four basic types of recruitment service. Some consultants offer more than one. They often tend to overlap and the distinctions become blurred.

• Executive Search (headlanting): the most visible and (arguably) the most glamorous end of the recruitment business. Rising executives monitor their status by the frequency with which the headhunter calls. Headhunting works best when there are relatively few prospects — for chief executives or highly specialized functions like tea buyers, for example. Headhunters work through a network of personal contacts and extensive files, which include business school alumni lists. The idea is to weed out people who might not overtly be looking for a move.

be looking for a move.

The courtship ritual invariably starts with a discreet phone call. "Are you free to talk? We're looking for a marketing veep for a major packaged goods firm on the Coast. Do you know anybody who might be suitable? You mean you'd be interested yourself? Why that's great" This is followed by furtive meetings at airports and motels. Three months later, the headhunter presents a short list of two or three candidates to his client. Few executives great ..." This is followed by furtive meetings at airports and mouns. The includes the headhunter presents a short list of two or three candidates to his client. Few executives can resist the ego massage of being headhunted. Even if they do not get the job, they rarely

No one should forget that headhunters work for their clients, not for the executive. So the negative sides may be glossed over. That said, it is in the headhunter's interest to ensure a "good fit." Most headhunters will undertake to replace a candidate free of charge if he quits for one reason or another within a year.

quits for one reason or another within a year.

Headhunters charge 30 percent to 40 percent of the first year's gross salary plus out-of-pocket expenses — one reason why headhunting is said to be one of the most profitable branches of management consulting. Most headhunters have high ethical and professional standards, but the low overheads of the business encourage a few fly-by-night operators.

Jacques Doyon, managing director for Continental Europe of MSL Management Consultants, said, "I could tell you some horror stories of guys finding that their ass had been peddled all over the place. Trouble is there's no regulation in this business. And the percentage fee system encourages searchers to put up the most expensive candidates. But we're professionals, not bookmakers." Mr. Doyon argues for a fixed fee depending on the difficulty of the assignment. "If you want a \$50,000 nuclear engineer, I might have to charge you the equivalent of a 60-percent fee," he said. "But for a run-of-the-mill accountant, I might only charge the equivalent of 10 percent."

Management Selection (or advertised recruitment): this includes a range of services. The most comprehensive is when the consultant explores the brief in considerable depth with the client, writes the copy for the advertisement, places the advertisement (usually under the consultant's name), screens the replies, interviews candidates and presents a short list to the client. The client normally pays 20 percent of the first year's salary plus the cost of the advertisement. A given assignment is exclusive to the consultant.

cost of the advertisement. A given assignment is exclusive to the consultant.

Some consultants work on a contingency basis. A client will give a brief to more than one consultant. The consultant will place an advertisement at his own expense (usually a block ad for several jobs) and, if he finds a candidate who is hired, he will claim a fee of about 15 percent from the client.

Employment Registers: this is the most passive method of recruiting. Some consultants act as little more than clearinghouses for resumes. Some will interview candidates, others will not. Some will advertise: "Salesmen wanted. Write to us and we'll put you on our register." Clients may call up and say: "Do you have a medical representative or an accountant you can send around?" In some countries, Sweden for example, registers of executives are forbidden by law.
 Recruitment Advertising: this is a service to all recruitment consultants, some of which have their own advertising departments. Mostly it is done by specialized advertising agencies who earn their money by media commissions. They write the copy and place the ads. A few may screen replies but most pass them on unopened to clients.
 Not surprisingly, the recession has hit recruitment advertising. The number of jobs

few may screen replies but most pass them on unopened to chems.

Not surprisingly, the recession has hit recruitment advertising. The number of jobs available has fallen and media costs (especially in Britain) have tended to make search more economical for jobs paying more than \$30,000. According to Roderick Braithwaite, chairman of the London-based Recruitment Society and managing director of Charles Barker Recruitment Advertising Services Ltd., the real volume of advertising, allowing for inflation, is still falling.

He sees a slight upturn in marketing management jobs, however, which may mean an upturn in the market as a whole. "The 1980s is not going to consist of what I would call mass recruitment," he said. "We're in a climate of fear, with fewer people leaving jobs and much less job mobility. Recruitment ads today have to be much more specific in order to attract the right people."

Michael Lytton, who runs London-based Saatchi & Saatchi Recruitment, forecasts an upturn in the later part of 1982. "In recruitment," he said, "recessions tend to run in fouryear cycles." He added that the trend in a recession was for companies to do confidential-

style advertising through consultants. "If a company is laying people off," he said, "it can't afford to let its employees know that it is advertising."

But Roy Shirley, Brussels-based managing partner of recruitment consultants TASA SA, said: "In the middle management area, there are so many people on the market that companies are getting a good response by putting their own ads in. So why use a recruitment account." ment agency?"

However, David Miln, deputy managing director of the London-based advertising agency Saatchi & Saatchi-Garland Compton Ltd., stresses that creativity in recruitment advertising has never been so crucial. "We are the only agency to sell a purely creative approach. The important thing is to thrash out with the client the job proposition and then go through the same creative disciplines as we would for any other product advertisement," he said.

ly in Britain, because advertising has become so expensive. "And the response to an ad is going to be huge, with all the unemployment," he said.

Salary Threshold

Mr. Foden believes that search becomes

beneficial in Britain for a salary of \$30,000 and above. A 20-percent commission for selec-

A New Look at the Effects Of Stress in Corporate Life

By Cary L. Cooper

IFE in complex industrial organizations can be a great source of stress for managers. Studs Terkel echoes this in his book "Working": "Work is ... about violence to the spirit as well as the body. It is about ulcers as well as accidents, about shouting matches as well as fistfights, about nervous breakdowns as well as kicking the dog around. It is, above all (or beneath all)... about daily humiliations."

Increasingly, managers are suffering extreme physiological symptoms from stress at work such as disabling ulcers, heart attacks, various forms of cameer and so on, which force them to retire from active organizational life before they have had an opportunity to realize their potential. These and other stress-related effects (irritability, excessive drinking, sleeping pills) also feed into the family, becoming great sources of disturbance and thus pervading the whole quality of life.

ing the whole quality of life.

The mental and physical effects of job stress are not only disruptive influences on the individual manager, but also a real cost to the organization. Studies carried out in the United States estimate stress costs due to loss of production, treatment, prevention and damage done by anti-social behavior at work at between \$6 billion and \$20 billion a year, or 1 percent to 3 percent of gross national product. At a less dramatic level, it has been found that stress costs substantially more than industrial injury and 10 times more than

This author, for example, is carrying out a 10-year study into executive health, with a sample of nearly 500 senior managers from a variety of multinational companies. The early results reveal interesting aspects of executive life and work. For example, while senior executives have been cutting down on their smoking over the years (with our study revealing that only 16 percent are regular smokers), large numbers of them are dramatically increasing their consumption of alcohol. We found that nearly a quarter of our sample had at least two drinks every day, with an additional 15 percent consuming between three and six drinks daily; only I percent were abstainers. The vast majority of executives admitted that more and more business was being conducted over drinks and that many of their colleagues were becoming alcoholics without knowing it.

Tranquilizers

In addition to drink, we found that 30 percent of those sampled were taking tranquilizers, with 18 percent admitting that this was due to stress at work. In a similar vein, 24 percent of the executives indicated that they were regulary taking sleeping pills, particularly during business trips or when they had worked long hours.

When the executives admitted to being under stress in their lives, the reason most commonly given was related directly to work, reported by more than 57 percent of the sample. Forty-five percent indicated that the problems they had at home or in the family were due in a great measure to the demands of the husband's job. When asked what were the major sources of stress in the work place, 34 percent suggested that it stemmed from their relationship with their boss, 33 percent from frustrated ambition over future career and 30 percent from the amount of time spent away from the family on business. In this regard, most executives worked between 46 and 60 hours a week, with most of their time spent in meetings (both scheduled and unscheduled), traveling and talking on the tele-

One danger of the current economic situation is the effect that work pressures (such as fear of job loss, blocked ambition, work overload) have on the families of managers. At the very best of times, young managers face the inevitable conflict between organizational and family demands during the buildup of their careers. But during economic crises of the sort the Western world is currently experiencing, the problems increase in geometrical proportions as executives strive to cope with some of their basic economic and security needs.

A. ("#)" "

- Interior

'Company Man'

Under normal circumstances, most executives find home a refuge from the competitive and demanding environment of work, a place where they can get support and comfort. But when there is a career crisis (or stress from job insecurity, as many executives in the West are facing), the tensions the managers bring with them into the family affect the wife and home environment in a way that may not meet their "sanctuary" expectations. It may be very difficult for the wate to provide the kind of supportive domestic scene her husband

(Continued on Page 8S)

The pressures on expatriate executives in Ja-Comparison Of Top-Level

Recompense: THE ACCOMPANYING fig-I mres are extracted from a 1981 report on top management remuneration by Management Centre Europe. U.S. dollar exchange rates are those of Jan. 7, 1981. The sample consists of 860 companies in Europe and 2,291 in the United States.

Annual Total means annual total gross remuneration. It is the sum of the annual base salary plus bonus. It does not include other taxable benefits such as automobiles, housing and education.

Net means take-home pay after deduction of social security charges, state and local income taxes (calculations assume a married couple with two dependent children) plus family allowances.

Net/COL means the total net remuneration adjusted to cost-of-living using New York — 100 — as the base. This gives an estimate of relative purchasing power in each of the countries surveyed. It does not take into account the many differences in national spending habits. These differences are essen tial when comparing the cost of

(Continued on Page 9S)

How Much Do Executives Earn?

(Figures in thousands of U.S. dellars) Chief Executive											
. Ciliei LX	Austria		France	w c							
Annual Tate		9-			,			Spain	Switz.	UK	USA
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Net/COL		45.5	69.7	52.3	40.4	39.1	14,1	47.0	69.5	46.5	87.3
INEI/ COL	31.6	31.6	50.0	36.9	33.3	26.8	12.6	39.8	46.4	33,2	87.3
Director	Director of Marketing										
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Annual Tota	i 52,0	68.8	60.0	-62.7	45.5	58.1	18.6	43.4	65.6		
Net	27.0	35.8	45.0	38.3	30.9	30.2	12.7	43.4 33.4	65.0 47.9	50.7	76.5
Net/COL	18.7	24.8	32.3	27.0	25.5	20.7	11.4	28.3	32.0	33.0	50.5
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. Annual Tota	l na	68.1	55.5	56.9	42.8	56.8	16.8	40.0	67.1	42.6	71.1
Net	na	35.4	41.9	36.4	29.5	30.1	11.6	30.8	48.3	29.0	47.6
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Net.	27.9	34.0	46.2		30.1	30.1	11.9	40.4 35.3	64.9	46.5	78.9
Net/COL	19.3	23.6	33.2		24.7	20.6	10.7	33.3 29.9	47.4	31.2	51.3
	_					-0.0	.02	47,7	31.6	22.3	51.3
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	•	_	France	W.Germ.	Italy	N'lands	Port.	Spain	Switz.	UK	. USA
Annual Total		<i>57.7</i>	<i>57</i> .1	49.2	38. <i>7</i>	50,3	1 <i>5.7</i>	42.9	65.9	44.7	
Net	24.7	32.3	43.4	32.0	26. 7	28.2	11.3	33.0	48.1	30.0	53.0
Net/COL	17.1	22.4	31.2		22.0	19.3	10.1	28.0	32.1		37.ī
					_			~0.0	321	21,4	37.1

Concentrating on the Ends, Not the Means advertising, search, register or a combination of all three." percent search fee. Mr. Doyon puts the salary threshold at 85,000 Deutsche marks in West Germany and 150,000 francs in France. According to John Foden, chief executive of PA International Management Consultants Ltd., there is a shift toward search, particular-

But salary is not the only criterion for search vs. selection by advertising. A major search vs. selection by advertising. A major factor is the number of people in the target group and how hard it is to attract them.

Mr. Foden said, "If you ask me to find a biotechnologist for \$25,000, I might suggest using search because I know there are not like a record and they are not like to many of these people and they are not likely to answer an ad. On the other hand, if you want a production manager for consumer products at \$60,000, I'd suggest advertising recruitment because there are so many of these guys. Right now we're looking for a meat trader for a Middle East client. He'll probably come in at \$60,000. We're doing an international search because we want a top guy that we'll have to

attract to the job." According to Mr. Doyon, jobs like person-nel and finance are better-filled through re-

'It's easy for me to identify the top five personnel people in Europe. But what about the others?...'

cruitment advertising. "I have an assignment for a top personnel guy for a major multina-tional. Salary around \$100,000. He could come from any industry. It's easy for me to identify the top five personnel people in Europe. But what about the others? So we advertise.

As an example of search plus advertising, Mr. Foden cited the case of a European president for a tool company. "It's going to cost an awful lot of money to do a search in the six countries we feel he might be a national of,"

he said. "So we are going to search two countries and cover the rest by advertising."

He added: "In the States, search is the way of filling jobs. But I find that Americans are increasingly more receptive to using other methods here in Europe."

Mr. Doyon said, "We used to get some Tex-

an calling: 'Fm going to be in the U.K. on Thesday and I want to see 10 candidates.' But now he's likely to say: 'We need to recruit somebody, how should we go about it?"

- ROGER COLLIS

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A New Look at Stress in the Corporate Life

(Continued from Page 7S) requires at a time when she is beginning to feel insecure, when she worried about the family's economic, educational and social fu-

'Company Man'

The wife of a top European excutive said, "My husband is very fond of his company, he's a com-pany man, so when the company was in a bit of trouble and he thought he might lose his job, he suffered greatly. At first he showed it in agitation with me and the children, but finally in a heart attack. In a way, the heart attack was quite a relief. It forced my husband to put his job and life into perspective, and he has been able to cope with both much better. This fear of losing a job, though, can really damage your self-confi-dence and family life. I speak from

Not only is it difficult for a housebound wife to support her managerial husband and at the same time cope with family demands, but women increasingly are seeking full-time careers as well. According to the U.S. De-partment of Labor, the "typical American family" with a working husband, a homemaker wife and two children now makes up only 7 percent of the nation's families. In 1975, 45 percent of married women were working, as were 37 percent of women with children under years old; in 1960, the comparable figures were 31 percent and 19 percent, respectively. It is claimed by many industrial psychologists that dual career family development is the primary culprit in the very large increase in the divorce rate during the last 10 years in the United States and Western Eu-

rope.

The problems that this creates for the male manager are enormous — it affects almost all aspects of the life of managers at work. For example, managers are expected, as part of their job, to be mobile — that is, to be readily available for job transfers, both within and between countries. Indeed, a manager's promotion prospects depend on his availability

and willingness to accept moves. In the 1980s and 1990s, as more women begin to pursue full-time careers as opposed to part-time jobs, the prospects of male managers being available for rapid de-ployment will decrease substantially. In the past, male managers had with few exceptions accepted pro-

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will create major obstacles for both wage earners in the family. This is already happening through-out Europe and the United States, and it is exacerbated by the fact that corporations have not adapt-

Few Facilities

Few facilities are available in companies to help either of the career members of the family. At present, many senior to top ma gers have few difficulties in this regard, primarily because their wives represent the "old school," those who remain at home. The junior and middle managers are the most vulnerable in this regard.

Not only are more women working but there is an enormous growth in women entering manag-ment. The U.K. University Statistical Record, for example, shows that from the early to late 1970s there was a 33-percent increase in women graduates entering industrial employment. The number of women employed in finance and accounting rose from 14 percent to 23 percent; in personnel management from 51 percent to 62 percent; in buying-marketing-selling from 28 percent to 36 percent; and in legal work from 25 percent to 32

The women who are becoming managers and administrators are facing not only the same sources of stress as their male counterparts, but a variety of other sources. In a recent study by the U.S. National Heart, Lung and Blood Institute of 350 housewives, 387 working women and 580 men, it was found that working mothers had the same coronary heart disease rates as men for the first time this century (although the rates for single working were still lower than for men). They also found that working women as a whole "experienced more daily stress, marital dissatisfaction and aging worries and were less likely to show overt anger than either housewives or

Greater Difficulties

The difficulties facing the executive woman are much greater than those of her male counterpart. She not only has to cope with the daily pressures of the work place but also the demands from the home (both from her husband and children), as well as her guilt feelings about not playing her traditional child-rearing and wife roles. Many

motional moves almost without en intellectually accept their wives' family discussion. Future decisions careers but few of them psychologically accept this, and they expect their wives to cope with both the

world of work and the home. A senior female executive said, "Of course it bothers me [that her husband does not help at home]. It's not a matter of accepting it, but when someone has been brought up like that, it is very dif-

ficult for them to change. I have

made sure that my sons have not

been brought up in that manner. Then there are the problems that female managers face of limited mobility, blocked promotion, sexual harassment at work, overtaking their husbands, getting along with threatened male colleagues and so on. These problems have not been adequately explored by companies and are leading to job dissatisfaction and stress-related illness

among working women. At present, society appears to demand that the female manager be a superwoman to succeed and survive. There is a clear need for a change in attitude and organizational policy. In the words of a new female management trainee: "The change I would like to see is that organizations and people re-act to people as people, not as male people and female people."

Today's executives are not only dversely affected by zero-growth economics and the change in the role of women in Western society. but also by the change in attitudes of managers themselves to the importance of family life as it affects corporate goals. To illustrate the ange in the values of executives toward the interface between work and the family, we need look no further than a large-scale study carried out by International Man-

It surveyed more than 3.000 middle to senior managers in 10 West European countries on their life values. First they were asked: What gives you the most satisfaction: home life, outside interest or career?" Forty-nine percent of the executives rated home life as the main source of satisfaction, while 32 percent and 14 percent valued career and outside interest, respec-

Next the European executives were asked: "Does your anxiety about your job frequently spill over into your home life?" More than 35 percent indicated that their family life was adversely affected by anxiety about the job, with a range extending from 25 percent in the Netherlands to 47

executives are insensitive to how their work life affects them at

The most interesting results came from questions about such things as relocation and conflicts created by priorities between home and work

The executives were asked: "Would you give up attending an important function at home if it conflicted with an important job-related function?" Although a ma-jority would still attend to the important work event, there was a substantial movement toward valuing family commitments from the attitude five years ago. Whereas 83 percent of British executives questioned would have attended the work function over a family event five years ago, only 63 per-cent would do so now; in Den-mack, 73 percent would have five years ago and only 60 percent now; in Switzerland, 71 percent would have five years ago and only 60 percent now.

Finally, when asked, "To further your career, would you uproot your family now to move to a new location for a higher paying and more responsible job?" the majori-ty of European executives responded that they would not, with executives in some countries strongly opposed (Denmark, 67 percent, Sweden, 59 percent, for example). Nearly 70 percent of the whole European sample would have accepted the promotional move five years ago, whereas today only 47 percent would be prepared

A Frenchman questioned in the survey summed up the changing values of European executives by saying "Between home life and work, the gap is too large. The problem is not one of hours spent at home or at work. The problem is that my spouse and children are not sufficiently involved in my interesting job — I say interesting for them as well as for me."

In terms of dual career families, which the survey indicates are on an upward trend, a German executive said, "Since my wife has a career of her own, any decisions of an important nature affecting our careers are subject to discussion and a joint refusal or acceptance."

Cary L. Cooper is professor or organizational psychology at the University of Manchester in England. His latest book, "Executive Families Under Stress," will be published by Spectrum Books, Prentice-Hall, in November.

Mideast Connection Helps Many Britons

By Tim Owen

A SPARSITY of population, a lack of technical skills and a distaste for manual labor among the indigenous populations of Saudi Arabia and the Gulf States in particular, combined with an urgent need for development before the oil runs out, has led to the re-cruitment of skilled, semi-skilled and unskilled expatriate labor on a major scale in the Middle East in

the last 15 years.

To some extent this requirement has been met by the recruitment of Arabs from countries with surplus populations. This is the case in Saudi Arabia, where more than 1 million Yemenis are employed, mostly as unskilled labor, whose remittances to their families form the basis of the economy in the Yemen Arab Republic, and in the Gulf States, where many Palestinians, Egyptians and Jordanians are employed in the infrastructure of administration and as teachers.

Skilled laborers in the form of top management and highly skilled technicians have had to be recruited almost entirely in the West. A vast pool of semi-skilled and unskilled labor is conveniently available in the Indian subcontinent and Southeast Asia. The only disadvantage, and possibly a serious one in the long run, is that large scale immigration, both legal and illegal, over the last 15 years has resulted in the indigenous populations' becoming minorities in their own countries.

The need for recruitment of skilled personnel in the West has worked to the advantage of Britain for two main reasons. Because of the close association of Britain with the countries of the Gulf region over the last 150 years, most of the educated classes not only speak English as their second language but many of them, of the younger generation, have had much of their education and training in Britain and the United States. The higher standard of fiv-ing in the United States and the consequent demand for high salaries plus the current disadvantageous personal tax system, as it affects Americans working abroad. tends to discourage recruitment of skilled personnel in the United States for work in the Middle East. It is highly probable that under the Reagan administration the disad-

More easily detected is the scan-dalmonger. Within hours of your

arrival, he will be sitting at ease in

your office, oblivious to any work

you may be trying to do, dropping

confidences about other col-leagues. His favorite phrase is, "Of

course, entirely between you and me, old boy ..." What he wants is

for you to confide in him, to add

The Grapevine

shrift, for he can rarely do you

more good than harm, and it is a

mistake to risk being tarred with

the same brush. Do not, however,

ignore the value of the grapevine.

Ping into it at the earliest opportunity and you will probably be better informed about what is really

going on than the scandalmonger, for most of those really in the

know will long ago have learned not to take him into their confi-

It is also as well to avoid that other time waster, the social lion.

While it is good to build up social

Give the scandalmonger short

to his store of gossip.

alleviated.

In Britain, during the last 10 years or so, many executive selection and recruitment companies have been established to meet the demands of the Middle Eastern market. Some firms, such as Astra Recruitment Associates, Overseas Recruitment Services and Management Selection Ltd., operate on a large scale to meet worldwide demand. They not only do executive recruitment on an individual basis but will also do multiple recruitment for large-scale projects.

vantageous taxation system will be

They mostly confine themselves to the recruitment of Europeans, but there are a few who will recruit non-Europeans as well for turnkey projects. This is largely because of intense competition from Asian operators, often resident in the Middle Eastern countries with the biggest markets, who maintain close contact with potential employers and specialize in the recruitment of Asian labor. There are many smaller firms in Britain dize in the executive re-

cruitment field. Benefiting from past mistakes, methods of recruitment and selection have vastly improved and become more sophisticated in this highly competitive market in recent years. Government legislation has also been introduced as a safeguard against abuses.

The processing of an applicant from the time of answering an advertisement to arrival at the location of employment is now highly specialized within the larger re-cruitment organizations, some of which deal entirely in recruitment, while others deal in recruitment as a branch of their total operations. The screening, selection and interviewing is a vitally important part of the processing and is conducted by skilled consultants. This will include psychological testing and, in the case of long-term contracts, interviews with families.

A briefing on the offer of en-ployment will be followed by a final interview with the client or his representative before the offer is made. This will be followed by an orientation program usually last-ing a week. Many of the larger firms conduct their own briefing seminars using slide, video an film material combined with lectures on religious, social and cul-tural conditions of the local people and advice on living conditions in

Middle Eastern countries.
For those who are recruited by smaller firms, which do not have briefing facilities, there are organizations such as the Centre for International Briefing at Faraham Castle in Surrey, which runs residential courses on a worldw sis to appeal to the specific requirements of those who are going to live and work abroad and their families. Inadequate briefing and orientation has in the past been the principal factor for the failure to adapt to local conditions, the premature termination of contracts and in many cases the breakup of marriages. In spite of this, too many people who go abroad to work are insufficiently prepared.

It is impossible to give an accurate figure of British citizens who are living and working in the Middle East with their families, as it is dependent on those who register with the appropriate British em-bassy, and not all do so. However, a reasonable estimate is a total of 75,000, of whom 30,000 are resident in Saudi Arabia. Of the remainder, the great majority are in the countries around the Gulf.

Before the revolution in Iran. thousands of British were working in that country, but this has falled to virtually nothing. The Iraqi-kanian conflict temporarily reduced the numbers in Iraq, particularly of dependents, and the latest fig-ures show that 1,000 British citzens were resident in Iraq. Elsearound the Gulf there are 8,000 British in Kuwait, 7,500 in Bahrain, 4,500 in Qatar, 7,000 in Abu Dhabi, 10,000 in the United Arab Emirates, and 5,500 in the

There are obvious reasons why employment for the British expatriate in the Middle East is attractive both from the point of view of the employer and the employee For the former, the advantage is that he has to pay the British expatriate less than he does the equivalent from the United States or from other Western European countries. For the latter, the attraction is a tax-free salary in most Middle Eastern countries where he is likely to find a job paying more than he can earn at home.

Tim Owen has spent many years in the Middle East and visits there regularly. He now works for the Middle East Association in London and is a free-lance writer on Middle

Notebook for a New Boy: Walking Through a Mine Field

executive may be disgruntled be-cause he had wanted the job to go to a protege of his. Another may see a golden opportunity for add-ing a department to his bag of tro-phies in the corporate hierarchy. Whatever their motivations, however, they have a strong edge over the new man because they know

the corporate ropes. Of course, the new executive can hardly spend his first day barricad-ed in his office with his back against the wall where it cannot be

terest in ensuring that he did not succeed. The reasons for sabotaging the new boy can be many. One ing the new boy can be many. One

One character he should recognize immediately is the mother loder, so called because he has spent years searching for a mythical seam of gold that will demonstrate that he really does have exceptional managerial skills. The success he wants will never come because he does not have the ability to create it, but he grabs at any new source of help that will allow him to open new tunnels.

The mother loder will tell you

What the Dickens

can ORS do

for you?

wanting all sorts of servants, and all

sorts of servants wanting all kinds

of employers." Martin Chuzzlewit.

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"Here are all kinds of employers

stabbed. But he can defend himself how excellent it is to have someone never take responsibility for anyproblems. He is usually too far gone to be truly helped, however, and all the new executive may be doing is enmeshing himself so much in someone else's problems that his own job is neglected. Do not waste your sympathy. The tun-nels in the mother loder's mine may run underneath your office.

More devious is the Trojan. His intent is to damage your credibility by ensuring that you have a con-spicuous failure in the first few months of your new position. His favorite technique is to involve you in an exciting new project that he promises will enhance both your reputation and his. As you become involved, he withdraws to "tackle other urgent matters that have come up." Through his greater knowledge of what is happening in the corporation, he knows that you have been left with a problem. But when this is revealed, he is only in the audience. The defense? Never take sweets from strangers - and

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relationships in the company as quickly as possible, they should be the ones that you select as most useful to you. The social lion will see you as ideal fodder for a plethora of social committees. In efforts not to offered the unreserved efforts not to offend, the unwary new executive can suddenly find himself installed in anything from secretary of the sports association

to company delegate to the local horticultural show. Plead head-aches, evening classes in Urdu or the need to finish writing the last 20 chapters of a textbook. Finally, there are frequently colleagues who are just frankly hostile toward you. This usually has to do with their ambition for your post.

Do not fall into the trap of responding to their sideswipes in kind. Try to find out why they are disgruntled. Look for practical ways in which cooperation with you would pay off better for them than opposition, and ensure that other colleagues are aware of your suggestions. A little perseverance can often change their attitude and establish your reputation as a good

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Percent of Compensation Offers

Growth

1977

and culture of the company.

By James Lawther

THE EMPLOYMENT of local

the trend when they select execu-tives for their foreign-based sub-

Apart from the prohibitive costs

of sending their own executives abroad (it could cost a company

two or three times the basic com-

pensation of an executive to send him to a foreign post), multina-tionals are finding other advantag-

es for employing local management. Profitability is the name of

the game and companies are find-ing that market penetration and

fied by recruiting local managers with a greater knowledge of the

In turn, the executive profits

from the experience of working for a foreign company and this also in-creases his possibilities for ad-vancement at an international

This confidence in home-based management of subsidiaries is re-

flected in the preliminary findings

of a survey completed in October of this year by Lamalie Associates,

Inc., an executive recruitment firm

In a survey taken from the presidents of American subsidiaries—

100 of the largest foreign-based companies — it was found that the

leaders are predominantly Ameri-

can. The results show that 63 per-cent are American, 33 percent Eu-ropean, 2 percent are from other North American countries and 2

Other interesting statistics re-

vealed that within the group there is a good working relationship be-

tween the executives and their verseas employers with some fairly long-standing associations. Forty-two percent of the group stated that they had been associated with their company for more than 15 years and 28 percent said that they

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percent from the Far East.

in the United States.

home market and work force.

rewards offered can be simpli-

sidiaries.

of One-Time Bonuses

stock options and other deferred compensation

1978

Chart published by Lamalie Associates, Inc., shows the rapid growth

of one-time hiring bonuses and relocation awards in the last five

years. Relocation awards are tied to soaring housing costs and mort-

gage rates. The hiring-bonus rise reflects its spread to senior and middle management levels.

Remuneration at the Top

living for foreign service employees. In order to simplify the data

shown here, only median compensation figures have been used.

This means that as many people received a salary higher than the median as received one below it. There are consequently wide swings in country comparisons. For example, a German chief ex-

ecutive in the high range would have a salary of \$261,400 (median: \$93,300) compared with a U.S. counterpart in the low range earning \$60,900 (median: \$145,500). Conversely, a U.S. chief executive

in the high range would earn \$311,700 compared with his German counterpart in the low range earning only \$52,600.

Apart from the wide swings from the median figures shown to the lower and higher compensation levels, recent currency movements (the growing strength of the dollar), differences in inflation

rates and changes in personal taxation should be taken into account when comparing individual salary levels with those in the

John Foden, chief executive of PA International Management

Consultants Ltd., points out that above \$100,000 a year there are

huge differences in salary between similarly qualified people doing

similar jobs. "At this level," he said, "salaries depend on the style

Panl Massey, a principal of Towers, Perrin, Forster & Crosby Inc., the New York-based personnel and management consultants,

is skeptical about net remuneration comparisons. "It's hard to

compare the value of social security, for example, on a country by country basis," he said. "Do you consider it as a tax, and what is

its residual value? You pay much more social security in France than in the U.K. But in France you get a 70-percent pension,

whereas in the U.K. you only get a 15-percent pension. The prob-

iem is how do you account for the real end-value of pensions both

Multinationals Are Finding

That It Pays to Hire Locals

THE EMPLOYMENT of local In their present position as presimanagement teams by multi-dent, a quarter of them said that

fiscal year ending

-ROGER COLLIS

had worked for their company

tween six and 10 years with 12 percent revealing that they had

ield the position for more than 11

Loyalties are well rewarded, and the survey indicates that the ma-

jority are paid more than \$125,000 a year and receive bonuses, compa-ny cars, housing allowances and

Foreign employers are not only willing to recruit American mana-

gers but to leave the decision-mak-

ing firmly in their hands. Of the presidents questioned, 44 percent

said they had complete authority over business decisions within their subsidiaries, and 56 percent said that they had substantial operating power. Nearly all, however,

were required to consult with the parent company regarding capital cpenditures and investments.

The survey shows that language barriers are not a major problem

in a foreign-based company as the

working language for most compa-nies is English, but there are some disadvantages. Decision-making and objectives can be made diffi-

cult by the ties with the parent company and by differences in for-eign business practices. Advance-

ment beyond working for the sub-

sidiary cannot always be guaran-

These disadvantages are outweighed, however, by the opportunities available to the execu-

tives, and while multinationals are

willing to put their trust in local

management, home-based execu-tives should be ready to meet the

challenge.

had held their positions be-

from six to 15 years.

35

he believes, belongs to both sides.

From the business schools' point

of view, the complaints that indus-

ury has about the MBAs they pro-

duce often seem to stem from the

fact that industry does not know

For executives and company re-

cruiters freiting about the performance of the latest crop of MBAs, Mr. Yavitz of Columbia business

school has an instructive anecdote.

Most chief executives, he said

tell him that in educating MBAs

he should not emphasize the quan-

titative, factual aspects of manage-

ment. Rather, they should be given a broad grounding in the role of

business in society, an understand-

ing of government-business rela-tions, business ethics and so on.

anxious to fill specific slots in their companies with high-powered

contact with their chief executives

— arrive on campus. "Ethics?" they say to the students. "Business

in society? Never mind that. Take

schools provide courses on busi-

ness ethics, and the students refuse

another accounting course."

to take them.

Later, the corporate recruiters,

duates - and with little, if any,

what it wants.

Companies respond that the

case method places students in a

chief executive role, thus encourag-

ing a tendency to arrogance, and

that the solutions to case problems

are too often short-term and

numerically based, lacking refer-

ence to the problems of real life. This kind of approach, a manager said, can lead to high marks for a

solution that would in reality be

In addition, it is argued that the

essentially academic case method

is a prime reason for so many

MBA graduates choosing to enter

finance or consulting rather than

manufacturing industry. They are,

in effect, in Mr. Armour's words,

being paid to do the same type of analysis they themselves paid to do

Removed From Experience

schools are sensitive. Another is

the charge, made among others by Eric Newbigging, professor of management at the Polytechnic of

Central London, that teachers of management are frequently many years removed from any experi-

The lack of contact of teachers

with the real world is a frequent

dents. Usually, it is blamed on the

tenure system, where a permanent

teaching post depends more on the

publication of original research

and Mr. Kotter openly question

the value and relevance of a good

The problem is less severe in Europe, where business school aca-demics earn a lucrative second sal-

ary through consulting presuma-bly bringing the benefits of their

experiences back to the lecture

hall. Indeed, to protect his timeta-ble, INSEAD's Mr. Thanheiser has

put a limit on the amount of con-

The schools, both in the United

sulting his faculty can undertake.

States and Europe, also make

strenuous efforts to initiate and

maintain links with the business

consuming. Mr. Rich of Alcan admits that industry in general is often slow to make its views known

to the business schools. The blame

for any lack of communications,

This can be difficult and time-

Academics like Mr. Thanheiser

than on practical experience.

deal of management research.

That is a complaint to which the

impracticable.

at business schools.

ence of their subject.

Debate Continues on the Status of the MBA

By George Bickerstaffe

SCRATCH a young executive worth recruiting and underneath you are likely to find an MBA. During the last decade, the master of business administration degree has become something of an international passport to a top

For the business schools that turn out the MBAs and the industries - more in search of tomorrow's executives than today's that recruit them, the trend has been significant.

To maintain their prestige and to attract high-caliber students, the business schools need a good track record of career placement. Most woo corporate recruiters with brochures giving resumes of their MBA students well before graduation. Descriptions of companies job openings and corporate infor-mation packages are widely circu-lated to students. The schools are usually eager to help with company presentations on campus, recruitment interviewing and more exotic delights such as cocktail parties thrown by companies for the students.

Industry has not been slow to take the bait. Last year, for example, executives from 364 top world companies held more than 3,000 recruitment interviews with 215 students - about 97 percent of the 1980 MBA class — at INSEAD, the European Institute of Business Administration outside Paris. In the United States, campus authorities have taken action to discourage high-pressure or aggres-

Predictable Result

The result has been predictable. The MBA business has blossomed. In the United States, according to one estimate, there could be 70,000 new MBA graduates this year. During the last 15 years in the United States, the number of graduating MBAs has gone up 10 times and the number of schools offering the degree has tripled.

INSEAD turns down about half the young people willing to spend about 35,000 French francs to join its 10-month course. At Harvard business school in the United States, the 750 MBA students in the two-year course are drawn from 8,000 hopefuls, according to Assistant Dean Timothy Armour. There are some elements of

doubt beginning to creep into this apparently cozy relationship. Some people in industry are beginning to wonder whether the MBA "product" the schools present them with is really what they want — or need.
"Some MBAs from the best schools walk in here like God's gift to humanity," said a senior executive with a U.S. multinational

group in Lausanne, Switzerland. A personnel director with a similar proup, based in Geneva, characterizes MBAs as demanding large starting salaries and having a "crown prince syndrome."

MBA Arrogance

Accusations of MBA arrogance are widespread in business. They are usually coupled with comments that the MBAs' training makes them too concerned with the short-term and too reliant on

MBAs has risen tenfold and the number of schools offering the degree has tripled.

an academic, quantitative ap interpersonal, diplomatic and proach, that they lack personal representational skills companies of lationship skills and that their caten accuse MBAs of lacking.

In the United States, where the enormous numbers and variety of business schools make this type of generalization difficult to back up, the top schools take the criticism

ate school of business of Columbia University, suggests that any short-term approach by the schools reflects a short-term approach by industry. Ten years ago, pointed out, companies attacked the business schools for being too theoretical. He added, however, "There has been a strong emphasis on quantitative methods and rigorous analysis. The sad reality is that they're best illustrated with short-term problems. But, though it's a valid criticism, it assumes it's all we're doing. It isn't."

In Europe, business schools are younger than in the United States and have often been set up with the direct help of industry. They tend to take the criticism more to

school's reputation too much by

Having got their MBAs, most companies face the problem of what to do with them.

According to Patrick Rich, executive vice president of Alcan Aluminium in Montreal, the schools turn out generalists and problemsolvers whereas industry usually needs to fill specific functions. The result is a large and frustrating — for both sides — turnover of MBAs.

The usual solution is to place MBAs in some kind of analytical staff position where they may either languish or excel. Occasionally, companies provide the kind of "fast track" career development that Mr. Thanheiser considers es-

The classic MBA course certaintions. In particular, the so-called case method - pioneered by Harvard and now adopted and adaptsessing an overall situation. But this method of preparing and discussing solutions to business problems has its proponents and oppo-

Prof. John Kotter of Harvard,

In the last 15 years in the U.S., the number of

reer expectations are too high.

Boris Yavitz, dean of the gradu-

Heinz Thanheiser, dean of INSEAD, for example, admits that companies are concerned about the high expectations and aggressiveness of MBAs, although he claims to detect a healthy cynicism in industry about the value of the degree. Mr. Thanheiser also admits to a certain embarrassment over the high starting salaries of INSEAD MBA graduates. But, he said, what can he do other than request the student not to hurt the

Case Method

ed by schools the world over — provides valuable practice in as-

for example, argues that discussion of problems gives students experi-ence, albeit in the classroom, of the

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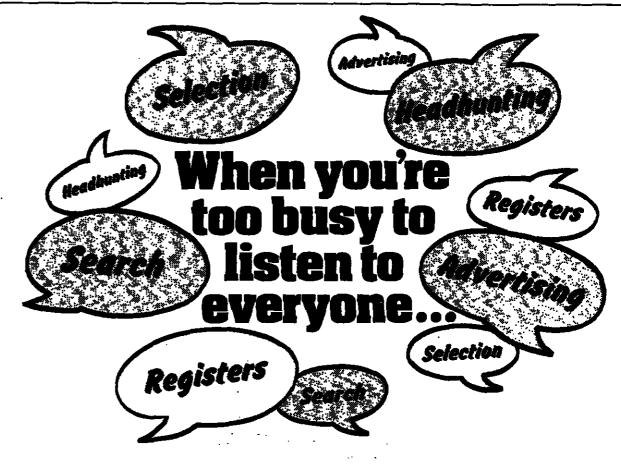
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Re-Entry Syndrome May Follow Management Program

I brimming with enthusiasm when he got back from a 19-week course at IMEDE management school in Lansanne to his job as No. 2 in the corporate banking department of the Schweizerische Volksbank in Zurich. But he became bitter and frustrated when he found that there was no way to use what he had learned.

"I came up against a wall of ap-hy," he said. "Even my boss, athy," who had sent me on the course, didn't ask me one single question about how I'd got on. He might have said: Now, what can you do for us? But no. We have enormous problems here, particularly in the personnel area, and I could have made a contribution if I'd been allowed to. I've been back a year and

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DETER VON MURALT was a half and I'm so frestrated that I've decided to quit."

Mr. Von Muralt's tale is echoed by David Pascall, a chemical engineer, who was sent by British Petroleum on a 10-month program at INSEAD, outside Paris. He recalled: "I was really frustrated for about 18 months. They didn't even know what to do with me for four months. Then they gave me a nonjob thinking about refineries in the year 2000. It's only now I'm doing something interesting. BP likes to pride itself on its management de-velopment. But I don't think they realize what INSEAD entails. I had no guidance before I went. And when I got back the only debriefing I had was the personnel guy asking me what the meals were like."

These are just two examples of chantment that some executives experience when they return to their companies from outside management training programs. They illustrate the need for companies to agree in advance with executives on the purpose of such programs, what they are ex-pected to achieve while they are away and what they are going to do when they get back.

Re-Entry Problem

Robert S. Collins, professor of business administration at IMEDE, said: "A highly motivated type absolutely wants to show his stuff. If he's not allowed to do so, then you have a re-entry prob-

Hans Werner, associate dean of INSEAD, said, "It's very bad when companies send executives here for the wrong reasons, such as to reward them or compensate them for something. The correct attitude should be: This is what we want you to learn, and this is what we want to see back in the office."

Berth Jonsson, vice president of corporate development at Volvo AB in Goeteborg, stresses the importance of choosing a relevant course. "A course should be part of a structured development pro-gram for that executive," he said. "For example, there may be a need to broaden his international skills or to learn a specific function such as marketing or finance."

An important reason for sending mid-career executives back to school is to prepare them for the transition from functional to gen-eral management responsibilities. But the course should be timed

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Returnen John

Alden Lank, professor of organizational development at CEI management school in Geneva, said. You avoid the re-entry problem if the course is between two jobs. But expose a production engineer to corporate planning and he's going to be pretty frustrated if he can't get involved with this and other eneral management issues when he gets back."

Claude Rameau, deputy direc-tor-general of INSEAD, suggests that the real issue is whether the returning executive is allowed to andle complex problems such as coordinating a new product development program or directing a project team. "Re-entry problems occur." he said, "when companies expect executives to deal with problems in the same way as before. But we would be failing in our job if we didn't broaden people's perspectives and encourage them to take a new look at their ement style.

Not surprisingly, executives who have already reached general maneement level have fewer re-entry problems than their less senior colagues. Volvo's Mr. Jonsson said: "People in their early to mid-30s come back with more ideas than they can use at once, whereas those in their late 40s and early 50s are more familiar with the limitations of the company environment and tend to be more selective in what they learn and how they apply it. A course for them is more of a refreshment than a basic learning ex-

Peter Moore, professor of statistics and operational research at London Business School, finds that most re-entry problems occur among executives in their mid-30s who attend the school's 10-week management development pro-gram. "This is why we try to discourage sponsorship by compa-nies for our longer MBA course," he said

According to many educators, companies often underestimate the cultural impact of a management course upon a manager in mid-career. IMEDE's Mr. Collins said, Some companies just don't realize that they are investing in a whole attitude change on the part of the individual, and that the office is typically less supportive of change

just before a move or promotion.

At Nestle, for example, there is a strict rule that no executive returns who is all fired up for changing about cost accounting? Will the things when he gets back."

production manager and the con-

troller think he's being construc-

Collins raises these questions in a

group setting. Alumni are invited

lems and how they handled them.

utives are asked to focus in turn on

the personal and managerial prob-

lems they are likely to find back in

There is a consensus among edu-

cators and managers that re-entry

problems are minimized when

there is a "critical mass" of execu-

tives in the company who have at-

We find there is a correlation

tended the same or similar courses

between the boss having the same

experience and an effective dia-

logue with the executive," Mr. Jonsson said.

ger of Nestec SA, a management consulting unit within the Nestle group, said that re-entry was more

of a problem for the boss than for

the executive. "When we first start-

important," Mr. Lank said.

critical mass of executives with the

same experience is that of the Eu-

ropean Center for Permanent Edu-

cation (CEDEP), which shares the

ticipating companies. Groups of

executives from each are sent on

three parallel programs, each con-sisting of eight two-week segments

down hierarchical barriers and en-

-ROGER COLLIS

spread over two years.

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their companies.

to discuss their own re-entry prob-

At CEL, groups of 10 to 15 exec-

Mr. Rameau believes that even an eight-week course is long tive or just a smart aleck?" Mr. enough for an executive to question not only his present job and his role in the company but his career and his personal values. "The guy is fundamentally different when he returns," he said. "This is why he's not always conscious that he's making waves."

According to Colin Sheppard, a

partner of the London-based organizational consultants Sheppard. Moscow & Associates, a manage ment course can be a dislocating emotional experience. "I'm not convinced that many companies understand that their guy is going to run into a sort of university of the world where he'll be exposed to totally different value systems," he said. He recalled an occasion at a seminar a few years ago where an executive from Manila was recounting to a Dane how at one point in his career he had arranged the deaths of rivals for his job in the company. "That's a pretty far-out case," Mr. Sheppard said. "But

out case, who sheppent said. But it's an example of the kind of cul-ture shock that you can expect." Gordon Gillett, a Swiss-based executive at Nestle, describes the feeling of isolation and even alienation that can befall a returning executive: "When I came back from IMEDE to my new assignment in the States, I was met with reticence verging on hostility. People felt I was going to threaten them in some way." Mr. Gillett feels that his problem would have been avoided if management had made sure that everyone concerned was told exactly who he was and what he was expected to do. "It all comes down to commu-

mications," he said. "And the smaller the unit the greater the need for this." He added that the individual must be flexible and that the more predetermined his ideas, the more likely he is to fail in his new environment.

Both IMEDE and CEI run transition workshops at the end of their management development programs to help executives form their own re-entry strategies. Mr. Collins said, "The idea is to

get people to analyze how they have changed and what effect this will have on their associates back in the office. For example, what

Becoming Choosier

(Continued from Page 7S)

izations. "Take the case of Italy," he said. "Out of the top 500 companies, the first 100 are all in bad shape. But the other 400 are mostly healthy. That's one reason why our Milan office is doing so

If companies are getting choosier, so are executives. They are asking many more questions about the financial health of the organization, for example. While the quality of life has become at least as important as money, companies need to be more flexible

in their remuneration packages.

Paul Massey, a principal of the U.S.-based consultants Towers, Perrin, Forster & Crosby Inc. — said, "One of the major factors inhibiting job movement is the portability of pensions. It's very hard to evaluate the real end value of a pension, particularly when moving abroad to a new company." He said that companies are paying more attention to incentive bonus schemes for managers as an important part of their total remuneration.

Mr. Kermode said that returning expatriates may have prob-lems of re-integrating, "particularly in the United Kingdom and Germany, where foreign experience seems to count for less." Mr, Fulford notes, however, that "Some of the very best executives are

Germans who have had overseas experience. "At least half of our business right now is filling international jobs," Mr. Shirley said.

Roger Collis is a marketing consultant and a journalist specializing in management. He formerly was an associate editor of International Management, published by McGraw-Hill Publications Co.

Executive's Asian Sojourn May Be Something of a Jolt

(Continued from Page 7S) that, after a few months of trying to establish something more than just professional contact, they pull back into their own ranks and socialize among themselves.

ed sending people to IMEDE, we lost a lot of good people because they no longer talked the same lan-For wives, the pressures are even greater. Apartments are usually small, particularly by American guage as their boss," he said. "But now that we have a critical mass of executives at all levels in the comstandards, and servant facilities are limited. The urge is to get out and do something. Many start off by learning ikebana, or some other pany with the IMEDE experience, I don't think we are losing anyone because of re-entry problems." traditional Japanese art, but quick-CEI encourages companies to send several executives on the they run out of things to do. long often with a reception after work, and many many same program to help develop a kindred spirit among the key deci-sion-makers. "A shared vocabulary

acute loneliness Selwyn Andrews, the head of a A novel approach to creating a Hong Kong executive search company doing business throughout Asia, said many companies do not give enough consideration, when selecting executives for overseas INSEAD campus at Fontaine-bleau. CEDEP is financed and ad-ministered by a "club" of 21 parposts, to the question of whether or not the wife is going to be able to settle. He said, "The pressures on the wife, particularly in a country like Japan, can be considerable. Many simply cannot handle the problems, especially if they also find they have to be supportive to Salvatore Teresi, director-general of CEDEP, said, "The idea is to mix executives of different ages, functions and responsibilities from their hosband with his own set of

Hong Kong, despite the pressure of living in a territory where 6 mileach company. This way we break lion people are crowded into a small space, is easier on business-men and their families than Japan. able people to know each other as In pure business terms, things are very straightforward. The local Chinese, like those in Singapore, do not use six words when three will do. "Expatriates soon learn that they are expected to do things the local way. None of the game that is played in Japan. In Hong Kong, businessmen like things cut and dried pretty quickly," Mr. An-

drews said. In that sort of atmosphere, it's British - and, in particular the Scots, who have been in Hong Kong since it was settled - also do well. But, once again, social mixing is rare. One executive put it this way: "I tell most newcomers

Kong is to live with the system but not to try to live within it. Frpatriates, even if they learn the language, will never be really ac-

While this would not seem to be true about foreigners in general observation of the business world would suggest that there is very little genuine socializing between focal and foreign executives. Hong Kong's business is making money, and very quickly expatriates learn that everything else is less import-

In general, Hong Kong caters to foreign tastes, and culture shock can be blunted by the cinema, the atre, concerts or just club-going, The American community is particularly well organized -- to the point that some critics say they have artificially isolated them-selves from the "real world."

In the Philippines, it is a different story altogether. Of all the peoples of Asia, the Filipinos are the most welcoming, and most foreign executives talk of the country with real affection. That is as long as they can come to terms with the fact that it is virtually impossible to telephone across the road and that there are frequent electricity

The culture is a mixture of local Spanish and American and nearly everyone, apart from the remote areas, speaks good English. As a business center, the Philippines are very much an also-ran compared with Japan, Hong Kong or Singa-pore, but there is still a need for expatriate skills, and no shortage of applicants.

The rest of Southeast Asia is equally undeveloped in a business sense, but with few of the compensations that make the Philippines so acceptable. Executive search companies report difficulty finding culture shock of Indonesia, where lifestyles are very rigorous.

Thailand is less difficult, but, despite the large American pres-ence there during the war in Vietnam, there is still a language prob-

that the way to survive in Hong

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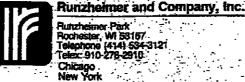
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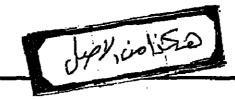
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BUSINESS/FINANCE

AT&T Seeks Remaining Shares of Pacific Tel New York Times Service

NEW YORK — American Telephone & Telegraph will acquire the minority-held shares of Pacific Telephone & Telegraph, its financially troubled California subsidiary, in a stock swap valued at nearly \$400 million, the parent company said Monday.

Under the agreement, AT&T will exchange 0.35 share for each Pacific

Tel share. In addition AT&T would pay \$60 a share for the 22 percent of the preferred shares with voting power that it does not own. The move would allow AT&T, which owns 91 percent of Pacific Tel, to transfer some of its assets to a new unregulated subsidiary without having to worry about compensating independent shareholders.

The Federal Communications Commission has authorized the reorganization of AT&T and the Senate has passed a bill that would permi the phone company to divide into a regulated division for phone services and an unregulated division for new competitive service

AEG, Peugeot to Cooperate on Power Tools

FRANKFURT — AEG-Telefunken said Tuesday that it has agreed with Aciers et Outillage Peugeot to cooperate in the power tools sector. The companies initially will exchange of certain do-it-yourself and professional tools, an AEG spokesman said.

AEG is also considering making its power tools division a separate company with participation of an outside shareholder, he added, but no timetable has been set. He would not comment on reports that AEG is seeking to cooperate with ASEA of Sweden in lighting products.

FTC Said to Oppose LTV Bid for Grumman Washington Past Service

WASHINGTON — The Federal Trade Commission voted Monday to seek a temporary injunction to block LTV Corp.'s \$450 million takeover bid for Grumman Corp. on antitrust grounds, sources said. They said the FTC will file papers only if a federal appeals court Wednesday lifts another temporary injunction against the merger won by Grumman ear-

LTV, a conglomerate involved in activities from aerospace to steel and food products, said Tuesday in Dallas that it takes "strong exception" to the reported suit by the FTC and that it will continue its efforts to

acquire Grumman, a major producer of military aircraft.

LTV is offering \$45 a share for about 70 percent of Grumman's outstanding stock. The bid, announced Sept. 24, was extended until Nov. 3.

Winterthur's Bid for Provident Unconditional

LONDON -- Winterthur's 340 pence a share agreed offer for Provident Life Association of London is now unconditional, with acceptances totalling 73.4 percent of the ordinary shares, the Swiss insurance company said Tuesday. Winterthur held a 25.5-percent stake prior to the bid, which remains open until further notice.

U.S. Savings Banks Report Large Outflow

NEW YORK - U.S. savings banks had a net deposit loss of \$1.5 billion in September, their worst September deposit loss on record, the National Association of Mutual Savings Banks said Monday. However, the banks recorded big inflows in early October due to the

tax-exempt "all savers" certificates introduced Oct. 1, it said, adding that a further deposit outflow occurred later in the month. The September outflow brought net deposit losses since January to \$11.01 billion, compared with \$3.83 billion a year ago. Assets of the industry stood at \$175.1 billion on Sept. 30, deposits at \$154.1 billion.

British Company to Buy General Tire Unit

HOUSTON — Matthew Hall group of London said Tuesday that it will acquire Barnard & Rusk and an affiliated company from General Tire & Rubber for an undisclosed amount of cash. The company said the transaction is subject to approval by its shareholders and government.

For \$2 Cut in Price of Oil

New York Times Service NEW YORK - Venezuela prepared to lower its official oil price \$2 to \$34 a barrel, according

to government officials.
This position hinges on Saudi Arabia increasing its prices by \$2 allow price unification at OPEC's meeting Thursday.

Industry analysts note Venezuela is already calculating the price of much of its oil on a \$34 base price, although it has resisted open acknowledgment of its action.

Saudi Arabia uses \$32 a barrel as the base price for its crude, while the other 12 OPEC members have used a \$36 price.

At OPEC's August meeting. Venezuela opposed a \$34 a barrel compromise. But Caracas on Monday officially said that it might ac-

cept a \$34 price.
"Venezuela now attaches top priority to price unification," a government official said. The chances of a basic pricing

agreement appear reasonably firm, in part because of several high-level discussions between Venezuela and Saudi Arabia. In addition, oil ministers from the two countries are planning to confer before Thursday's session

Indonesian Oil Minister Subroto, OPEC's president, told Reuters Tuesday in Jakarta that all OPEC members were more or less in agreement on reunifing their oil prices and he hinted that a lengthy price freeze was possible.

[He said the Geneva meeting will be short, possibly less than two days, and a senior OPEC source said the new price would almost certainly be a base of \$34 a barrel with possibly a \$3 differential for conditions and all the said for conditions and a said for conditions are conditions and a said for conditions and a said for conditions and a said for conditions are conditions and a said for conditions and a said for conditions are conditions and a said for conditions are conditions and a said for conditions and a said for conditions are conditions and a said for conditions are condition tial for quality grades.]

Some industry analysts and company officials, however, re-main skeptical that Saudi Arabia will go to Geneva. They noted that its attitude may be swayed by the Senate vote Wednesday on the sale of AWACS radar reconnaissance planes to Saudi Arabia.

"If the vote goes in their favor, the Saudis will probably continue to support a moderate policy on oil prices," an official of an international oil company said, adding, "If it goes against them, there will definitely be an impact, although perhaps not right away

Sheikh Ahmed Zaki Yamani has said a Senate veto would probably not alter the Saudis' oil policies.

to spend 85 billion yen on facility

expansion as well as research and

development this year compared

Toyota, Japan's largest auto-

maker, said that while vehicle sales

for the year ending March 31 will

slip only 0.6 percent to 3.23 mil-

lion from last year, exports will drop 8 percent to 1.66 million. In

the first half of the year, exports

fell 7.1 percent from the 1980 peri-

od while domestic sales rose 1.1

hipments to the United States and

the European Economic Community. Relatively good sales of high-

priced quality cars contributed to a

STEPLENG (5) 15,75%

FRANC (French) 17,50%

MARK (Deutsch) 12,75%

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Europa Paint P.O. Barr 363 - Gibration Tal.: 72546. Talan: 2297 STEABS GK

percent

with 65 billion yen last year.

Nippon Electric's Sales Surge on Exports

Mitsubishi Electric released maker last year reported record gloomy reports Tuesday, Nippon profit of 18.04 billion yea on gloomy reports Tuesday, Nippon Electric brightened the company picture with its forecast of record

Sector DEP

TOKYO - While Toyota and The Japanese electric equipment record sales of 892.81 billion yen.

NEC earlier reported a 15.8 perjump to 1.04 trillion yen (about \$4.4 billion) from the original projection of 1.01 trillion yen because gam in first-half profits as sales shot up 16.1 percent from a year earlier, including a 16.4-percent increase in exports due to the sales to the sales to the sales shot up 16.1 percent from a year earlier, including a 16.4-percent increase in exports due to the sales to the sales shot up 16.1 percent from a year earlier, including a 16.4-percent increase in exports due to the sales to the sales to the sales shot up 16.1 percent from a year earlier, including a 16.4-percent increase in exports due to the sales to the sales shot up 16.1 percent from a year earlier, including a 16.4-percent increase in exports due to the sales shot up 16.1 percent from a year earlier, including a 16.4-percent increase in exports due to the sales shot up 16.1 percent from a year earlier, including a 16.4-percent increase in exports due to the sales and the sales and the sales and the sales are the sales and the sales and the sales are the sales and the sales are the sales and the sales are the of continued active exports. A cation and telephone switching spokesman added, however, that systems, computers and terminals the raxed profit prediction for a snd home electronic appliances.

COMPANY REPORTS

	<u> </u>						nity. Relatively	point sales	of high
erst of	Britain		••	9 months	1981	1980	priced quality c	are contrib	ntad to
But to But			-	Revenue	2,830.	. 2,560.			
	Brooke B	ond Liebig		Net Loss	39,2	34.7	overall gain in v	-	
.	Year	1981	1988		est Airlines		The company	/ cannot ei	ve a fu
a faire Haffe.	Revenue	819,76	682.88	3rd Quar.	1981	. 1780	year forecast, i	e said da	e to m
19.48	Profits	22.87	21.67	Revenue	527,3	481.7	clear factors at		
	Per Shore	0.0779	0.079	Profits	17.54	17.45			
	Cal	laher		Per Share	0.81	0.81	including curbs		
	3rd Quar.	1981	1980	9 months	1981	1986	the United State	es and the l	EEC.
1.6	Pretax Net	19.0	16.9	Revenue	1,420.	1,220. 11.34	Toyota Moto	w Sales at	rribute
	9 months -	1961	1980	Profits	13.56 0.42	0.06			
_	Ravenue	1,410.	1,360.	Per Shore	0.63	V.00	the 12.6-percen		
· William Street	Pretox Net	51.7	66,2	Norte	n Simon		taxed profit to i	actersed 12	Xanon
بر		• .		1st Quar.	1981	1980	Mitsubishi E	lectric, me	anwhil
-	Canada		•	Revenue	789.9	790.9	forecast stagnar		
ULTANIS, B	Algon	na Steel	•	Profits	26,3	27.8	the current yes	r to Marc	h 198
1R TARES	3rd Guar.	1981	1989	Per Share	9.71	9 <i>5</i> 7	with total net p		
801,00	Revenue	337.2	249.7	- Su	m Co.				
war dud	Profits	35.6	15.9	3rd Quar.	1987	1986	23 billion yen		
W	Per Share	2.30	1,70	Revenue	3,700_	3,000,	to 1.34 million		
	9 months	. 1981	7949	Profits	210.0	1950	last year's 1.22 t	rillion yen.	
	Revenue	1,060.	839.0	Per Share	1,73	1.57		_	
	Profits	· 122.4 8.06	67,6 5.02	- antaom ?	1981	1986	•		
	Per Share		3.02	Revenue	17,600.	9,100,	Japan .		
		rial Oil		Profits	628.0 5.15	693.0 5.70	•		
	3rd Quar.	1981	1980	Per Share		320	Ft	Jitsu _	
	Revenue	2,190.	1,590.	Te	xtron		1st Holf	1987	198
	Profits	157.0	262.0 7.67	3rd Quar.	1981	1980	Revenue	304,639.	274,68
	Per Share	1.00	71980	Revenue	787,3	879.6	Profits	9,295.	8,40
	? months	1981	4.430.	Profits	29.9	39.1	Per Share,	19.28	10.
	Revenue	5,980. 416.0	562.0	Per Share	0.80	1.05	Mitsubis	shi Electric	3
3	Profits	2.65	3.99	f months	1981	1583	1st Half	1981	191
· .	Per Share	203	0.57	Revenue	2510.	2,480.	Revenue	628,435.	587,82
المنتقث والمنتقدة	France			Profits	- 113,9 3,04	121.6 3.25	Profits	10,417.	11,47
January De Land	Compagnie Ge	de d'Electr	icite	. Per Share		صد	Per Share	6.77	a.
	Ist Half	1981	1980		. Steel				
	Profits	190.7	164.4	3rd Quar.	1981	1980	Japan		
		cilor		Revenue	3,500.	2,800.		Electric Co	L
F		1987	1970	Profits	536.5	77.0	1st Holf	1983	19
	ist Half	. 820	343	Per Share	6.00	0.80	Revenue	474.605.	408.65
•	Nei Loss			7 months	1981 -	1980	Profits	8.71S.	7,53
	United States			Revenue	10,700.	9,100.	Per Shore,	8.74	7.
-			_	Profits	. 975.4	314.5		Motor Sales	
a distribute	American-l			Per Share	10.97	3.61	1st Half	1 86 5 AGUDL 20161	5 191
The state of the s	ard Quer.	1981	1988	West Germa	nv		Revenue	1.95 T	1,83
_ `` المؤورا	Revenue	553.6	491,2				Profits	15.120.	17,36
Janes Park	Profits	34.1	29.7		undig	1006	Per Shore	31.59	42
di .	Per Shore	1.19	1.05	Year	1981	1989	Revenue and profits in		
	9 months	1981	-1980	Revenue	2,770.	2.770.	T: trillion.	TENNING OF SALE	
•	Revenue	1,700.	`1,610.	Net	loss 167.	34.	I , IFUNDIL		
• •	Profits	102.5	107.8	···	· · · · · · · · · · · · · · · · · · ·				
	Per Shore	3.60	3.82						
	Amarica:	Petrofina		DEAT			A SHIPP	ALIE	
	3rd Quer,	1981	1980	DE/AU		шч	N GUARA	KHAA	
	Revenue	401.5	447.5					زيندانيك	
•	Profits	21.7	28.4		<u> </u>	للوطي سو			_,
	Per Shore	2.01	2.64	We. offer, term				, 10	%
- Same	9 montes	. 1961	1986	produce maximus	n interest wit	ne of th		,	-
	Revenue	. 1,980.	1,480.	some time givin	g flexibility	of choice	MEETA	. 10	%
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	Per Share	5.30	7.89	Keep what you	have earned	and bed	t _:	10 E	00/
				inflation with the				16,3	N/70
and the same	Bos .	erian.		I Tricking with the	·				

1980 1,140. 43.6 1,40

1988 3,490. 113.7

3.64

7 months

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Eastern Airlines

5.12 0.41

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Venezuela Set Reagan Advisers at Odds on How to Retreat on Economy

By Kenneth H. Bacon AP-Dow Jones

WASHINGTON - President Reagan's economic strategists, an uneasy coalition of tax-cutters, tight-money advocates and budget-balancers, are beginning to realize their approaches can't all succeed at once.

Early this year, they unified behind a forecast of rapid economic growth, declining inflation and a balanced budget by 1984 despite a large increase in defense spending. Most private economists contended that the forecast was fraught with internal contradictions. But the administration stood by its projection and managed to win large tax

cuts as well as spending reductions.

Now the administration, facing a recession brought on by persistently high interest rates, is preparing to retreat from its bright forecast. The big question is how far to back off. Initial efforts to agree on the fundamental elements of a new forecast for 1982 are being complicated by bitter infighting among supporters of rival strategies — offi-cials in the White House, the Treasury and the Office of Management and Budget.

The tension is between those who want to recognize realistic deficits and those who support a crazy forecast" that shows rapid economic growth in the face of the Federal Reserve Board's restrictive monetary policy, a member of the president's Council of Economic Advisers says. He believes a realistic forecast would point to "huge deficits" over the next few years and would dash hopes of balancing the budget by 1984, one of Presi-dent Reagan's fondest goals.

Faced with that danger, the White House and Republicans in Congress are already backtracking from their early economic

strategy. Senate Majority Leader Howard Baker, Republican of Tennessee, says they are nearing agreement on budget cuts and tax increases designed to reduce federal def-icits by \$115 billion during the next three years. Doubts about recent economicgrowth forecasts are beginning to sink in.

The administration's current estimate of a \$43.1 billion budget deficit for the fiscal year that started Oct. 1, rests on an assumpgross national product, adjusted for infla-tion, will rise a robust 5.2 percent between the fourth quarter of this calendar year and the final quarter of 1982.

New, preliminary estimates by administration economists project more-modest growth, in the range of 2.9-to-4 percent. Even these reduced figures are optimistic in comparison to the Fed's internal estimates that its tight monetary policies will hold real GNP growth to 1.4 percent. [Budget Director David A. Stockman said

Monday that President Reagan's goal of balancing the federal budget by 1984 is seriously behind schedule, Reuters reported.

[He said the spending deficit could range from \$220 billion to \$320 billion over the next three years. "Without decisive remedial action in the next six months, the truth is likely to be in the higher rather than the lower end of this range." he said.

[Mr. Stockman blaned part of the spend-

ing overrun on the failure of Congress to approve all budget cuts the president had recommended, but he acknowledged the administration had been too optimistic in its forecast of interest rates and government income from tax revenues.]
"The budget impact of a lower forecast

could be very sharp," a White House official notes. Each percentage-point lag in the GNP widens the deficit by about \$8 billion as tax receipts fall and the cost of unemployment benefits rises.

One recent forecast generated by the administration's computers shows low growth and inflation — and a 1982 deficit of about \$80 billion. Other estimates, based on different assumptions, show deficits much closer to the \$43.1 billion currently projected.

[Alice Rivlin, director of the Congression al Budget Office, said Tuesday that her office anticipates a budget deficit of about \$65 billion in fiscal year 1982, declining gradually to about \$50 billion in fiscal year 1984.]

The lower the growth forecast, the higher the projected deficit and the greater the chance that President Reagan will further have to postpone or modify his conflicting goals: tax cuts, a balanced budget within three years, higher defense spending and support of a tight monetary policy to cool inflation. Thus, some officials see the fight over the 1982 growth forecast as a proxy for future struggles over the administration's economic priorities.

"There's a big fight between the monetar-ists and the supply-siders," a presidential adviser says. Fought primarily by deputies to White House Economic Adviser Murray Weidenbaum, Treasury Secretary Donald Regan and Mr. Stockman, the battle focuses on the realism of the White House economic forecast and the probable size of the deficit.

The monetarists stress the importance of slow, steady growth in the nation's money supply to curb inflation. This group believes the Fed's tight monetary policy leaves little room for real economic growth until inflagrowth and larger deficits than the adminis

tration has projected. The supply-siders think the tax cuts will produce rapid growth and enough tax revenue to hold down the deficit.

The supply-siders charge that talk of large deficits threatens to undermine the stimulative impact of the tax cuts. Gloomy deficit projections create nervousness in the financial markets and keep interest rates high-they complain. The monetarists and the budget-balancers, in efforts to build pressure for more budget cuts, "are trying to push through a forecast that shows a 1982 recession with massive deficits." one supplysider complains.

The supply-siders fear that a low-growth. low-inflation forecast would increase pres-sure in Congress and the White House to

delay or modify scheduled tax cuts in order to help balance the budget.

The monetarists worry that impatience for faster growth will force the administra-tion to demand an easier, more expansive monetary policy from the Fed.

Some monetarists and budget-balancers

believe the administration damaged its credibility and aggravated nervousness in the fi-nancial markets early this year when it issued a forecast that was too optimistic for many private forecasters. They are cam-paigning to prevent the administration from making the same mistake again.

"A growth estimate that's too high will stir suspicion and derision in the financial markets," one member of the Council of Economic Advisers says." We don't want to defend something that isn't really defensi-ble," another White House economist says.

U.S. to Change Way of Figuring Consumer Price Index

Prices Rise Strongly on **Wall Street**

NEW YORK — Prices on the New York Stock Exchange were sharply higher late Tuesday as Wall Street rallied with the aid of bargain hunters. Trading was fair-

The Dow Jones industrial average, which fell 7.03 points Monday to near its low for the year, gained 7.42 points to close at 838.38. It had fallen more than 40 points in the previous two weeks, setting the stage for bargain hunting among blue-chip stocks, analysts said. Advances led declines, 990-500,

as the NYSE tornover expanded to 53 million shares from the 38.21 million traded Monday.

Analysts said they were encouraged by the increased volume because that usually portends an uptrend in the market. Brokers said also some traders might have been replacing borrowed shares they sold earlier prior to the market's recent slump.

The market's closing low for the year was set Sept. 25 at 824.01 and analysts said buyers re-entered the market Tuesday when stocks managed to avoid falling below that

However, they noted that the underlying factors affecting the market are still primarily negative and stocks could fall if the Treasury's November refinancing plans, to be announced Wednesday, are especially large. Interest rates have stayed at near-record highs because of heavy government borrowing, they said.

A spokesman said the fall in exports reflected restraints on car that it will raise \$975 million in new cash by selling \$9.4 billion in bills at the weekly auction Nov. 2. New York credit market dealers said the Treasury's plans keep

trading very quiet as early gains fell back and were little changed on the day at midsession. The Treasury's plans also keep

the money market quiet, dealers said. The dollar was slightly weak-er, quoted at 2.3055 Deutsche marks at midday.

In company news, Tandy said in Fort Worth, Texas, that it signed a definitive agreement with Matra of France to build a microcomputer manufacturing operation at leased facilities in Colmar, France.

It said the agreement will result in initial production of TRS-80 Model III microcomputers and the new corporation, Matra-Tandy Electronique, will be formed with initial capital of 20 million French

francs (\$3.5 million). In a report to the Securities and Exchange Commission, Gulf and Western Industries said it has boosted its stake in J.P. Stevens to 2,080,700 shares, or 14.4 percent of the common stock. Gulf & Western also said it raised its stake in Bank of New York Co. to 359,600 shares, or 5.23 percent of the com-

Teledyne said it has boosted its stake Occidental Petroleum to 576,367 shares, or 18.2 percent of the \$14.625 cumulative preferred

mon shares.

WEEKLY NOTIFICATION COMPTRENDI A MANAGED COMMODITY ACCOUNT. **Equity on** January 1, 1981: \$100,000.00

Equity on October 22, 1981: \$245,353.33 after all charges

For Information call or write Royali Frazier, or Ian Somerville, TAPMAN: Trend Analysis and Portfolio Menage-ment, Inc., Well Street Plaza, New York, TET.EX BMI 667173 UW. TAPMAN is a wholly owned subsidiary of Balfour, Maclaine International LTD.

The main change will be to move from the present housing New York Times Service

WASHINGTON - The government announced Tuesday that it will rewrite the much-criticized housing component of the Con-sumer Price Index, a move that will eventually affect cost-of-living increases for millions of Ameri-

The change, Labor Department officials said, is aimed at eliminating from the index the distorting impact of mortgage interest rates and overemphasis on housing. These have resulted, they say, in the overstatement of the overall inflation rate in times of high interest, and ultimately higher government spending.

Over time, the officials said, the revision in the housing component should mean smaller increases in the CPI and, in turn, smaller costof-living increases for Social Security recipients and those on federal pensions and for workers whose wages are tied to the CPL That could lead to smaller increases in government spending.

component, which includes house prices and mortgage interest rates directly, to one that measures the cost of shelter with some sort of rental equivalent.

The change will be made in two steps. In January 1983 the CPI for all urban consumers will be changed to reflect the new policy. In January 1985 the CPI for wage earners and clerical workers will be revised in the same manner. The administration, according to one official, supported the change but left the decision up to Janet L. Norwood, commissioner of the Bu-reau of Labor Statistics, who has the legal authority to change the

The exact impact of the change is hard to assess. But officials acknowledged Monday that the new measure, because it eliminates the distorting effects of interest rates and housing prices, would over time lead to smaller increases in the index than would otherwise

The Bureau of Labor Statistics now publishes an experimental compared with the 11.2 perent increase based on the current index. housing cost component, which is The saving for the government similar to the new housing cost measure announced Tuesday. Based on this experimental index,

the cost-of-living increases for Social Security recipients on July 1 would have been 10.3 percent, had smaller increases.

The millions of workers whose ments of the CPI also would have



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Brussels (a) 38.50 69.81 14.68 4.65 1,149 - 15.10 Frankfurt 2.309 4,184 39.84 1.887 x 90.58 - 5,998 -	S.F. D.K. 133.535 - 34.40 20.21 5.194 120.70 - 31.14 3.4533 13.3963					
Brussels (a) 38.50 69.61 16.68 6.65 3.149 - 15.10 Frankfurt 2.309 4.184 39.84 1.887 x 90.58 - 5,998 -	20.21 5.194 120.70 - 31.14					
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(3) "Norberg" 54" Gyradisc Crushers S/Nos. 157, 159, 184 w/200 HP Electric Motors.

SCREMS

(A) "Alis-Chalmers" dx16 Double Deck S.H. Ripl-Flo Vibrating Screen mech, 4x4 w/ 15 HP Electric Mater, Screen Heating Unit for bottom deck S/Nos. B37891-1, B37891-2, B37915-1, B37915-2

(1) "Alis-Chalmers" 7x20 Double Deck S.H. Ripl-Flo Vibrating Screen Mech. 5x5 w/30 HP Electric Mater S/N B38310.

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(2) "Alis-Chalmers" 7x16 Triple Deck 20° Slope Ripl-Flo Scalper Screen, Mech. 6x5 w/40 HP Electric Mater S/N B38389.

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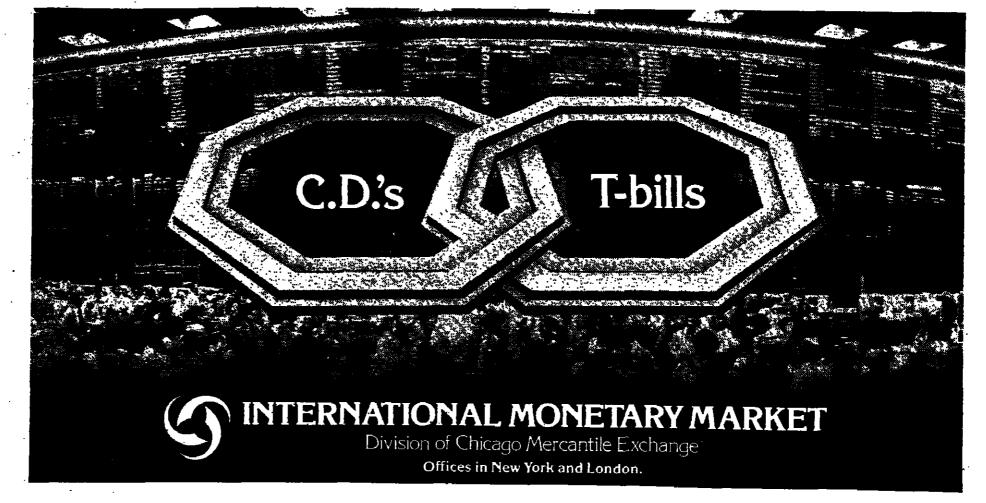
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THE WAY I SEE IT,

THERE ARE ANSWERS

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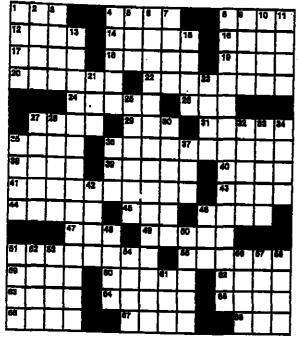
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INTERNATIONAL FUNDS

October 27, 1981

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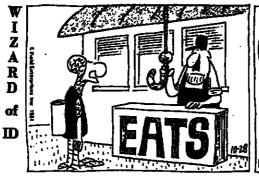




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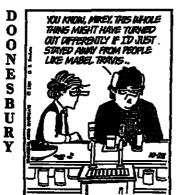
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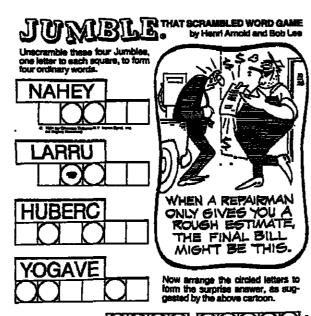


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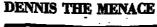






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THE QUESTIONS!

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MRS. HARRIS The Death of the Scarsdale Diet Doctor

By Diana Trilling, 341 pp. \$14.95. Harcourt Brace Jovanovich, 757 Third Ave., New York 10017.

Reviewed by Christopher Lehmann-Haupt

THERE must be half-a-dozen reasons why Diana Trilling's new book, "Mrs. Harris: The Death of the Scarsdale Diet Doctor," engages our interest. One could begin with the simple fact that it makes us understand why a person with Trilling's reputation for intellectual austerity would want to write a book about "something this much off my usual line," as she puts it. Answer: To judge from the evidence of this book, Diana Trilling is far more down to earth than her "usual line" has made her seem ("Claremont Essays," "We Must March My Darlings," "Reviewing the Forties," her editing of the 12-volume "Uniform Edition of the Works of Lionel Trilling," her late husband).

Besides, as she reports in "Mrs. Harris," "I'm fascinated by the kind of world that Dr. Tarnower and

of world that Dr. Tarnower and Harris inhabited together and what happened between them for their relationship to ensue in such tragedy."
After all, "It had once been the high function of literature to deal with just such material" — before literature "had become abstract, remote from the objects of our immediate persons

and social curiosity."

One could end by crediting her for conveying so precisely the atmospheric details of the trial — down to the kinds of junk food the various participants consumed, even the chocolate bars that "chocoholic" Jean Harris

took to subsisting on.

And in between one could mention Trilling's sharp analysis of the defense lawyer's miscalculations; or the winning way she dramatizes her own involvement in the trial without ever obstructing our view of the proceedings; or her description of Dr. Tarnower's Oriental-style house in Purchase, N.Y., as "a small busy statement of deference to the serenity of the East"; or her funny dissection of the social pretensions inherent in Dr. Tarnower's best-selling "Scarsdale Diet Book" (especially for those who didn't note, the first time around, that Thursday's Gourmet Diet dinner in-cludes Baked Chicken Breasts Herman and Spinach Delight a la Lynne, an apparent reference to Harris' rival, Lyme Tryforos).

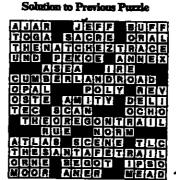
Significance

But what impressed this reader most about Trilling's multishaded treatment of the case is the degree to which she makes it seem significant to American culture. This effort really begins with a quite marvelous scene in which the author's failure as a working reporter becomes the occasion for a series of insights that all too few re-porters could have achieved. Having tried to gain admission to the dead doctor's house in Purchase, and having abjectly failed even to attempt the tricks to gain admission that reporter-friends have suggested, Trilling sits in her car and stares at Dr. Tarnower's

This gets her musing about Fitzger-ald's "The Great Gatsby," which by and by leads her to define why "Tarnower with his dry strivings and worldly salvations, his best seller and his reputation which had traveled as far as China, his angry suffering mis-tress and his senseless violent death, was perhaps as representative of his moment in history as Gatsby, with his impossible dream named Daisy, she of the thrilling voice that was full of money,' had been representative of the American twenties.'

And from that point on we are made to see the trial in its largest context as well as its finest detail whether

text as well as its finest detail, whether Trilling is anatomizing the "Patrician 2005" represented by the Madeira School, of which Jean Harris was



opened three diamonds, as shown.

South was able to show both his

suits, and when West eventually tried five spades, encouraged by his partner's raise, North made a key decision procuraged by his possession of

sion. Encouraged by his possession of key honors in both his partner's suits he made a forcing pass, indicating willingness for action at the six-level.

East rose to the occasion by playing

the queen when dummy played low. Since West's bidding would have been impossible with a suit headed by the

ten, it was clear that something tricky

This did the defense no good, however, for South ruffed and drew

trumps. He now worked out what was

tract was safe, for the diamond losers

In the replay, West made the normal opening of four spades, and it was difficult for East-West to judge

could be thrown on clubs.

their potential.

happening and made an overtrick. There was good reason to think that

headmistress, and Grosse Pointe, Mich., where she lived during the years of her marriage; or exploring why it was particularly difficult to come of age as a woman during the i came one of the United States' cultural missions to get women back into

In short, besides being a book about a fascinating trial, "Mrs. Harris" is about money, class, status respectability, sex, power, feminism and that peculiar but persisting state known as "being a lady." Yet so precisely are these big subjects made to function as leases with which to to timetion as leases with which to bring Jean Harris' character into focus that, for example, Trilling can eventually discuss, without once re-sorting to any jargon about "phalli-cism," her protagonist's unconscious need to acquire a pistol as a symbol of male power. This also reflects how seamlessly she moves from psycholo-gy to sociology and back again. And she can draw from her prota-

gonist's example a dozen lessons of ! contemporary cultural significance not of least relevance the following: "She'd been seduced by our present day culture into believing that a free sexuality is anyone's for the taking that one can throw over one's moral rearing without emotional conse-quences. Perhaps some people can but very many people, both men and women, cannot. The decision of how to live one's sexual life continues to be

to live one's sexual life continues to be a dilemma for people who have a conflict between present desire or imagination and earlier moral training."

Only in one respect did "Mrs., Harris" not quite succeed for this reader — and that was in getting us to these the author's married and share the author's waxing and waning us to share the author's waxing and waning sympathy for her protagonist. It is hard to feel that any motive for minder is justified, let alone the one of sexual jealousy. So I found myself slightly shocked that the author once mildly condoned Harris or me being a justifiable expression of rage at male mistreatment, and even con-sidered calling her book "A Respen-able Murder." This, of course, could be a male reader's special prejudice.

Christopher Lehmann-Haupt is the staff of The New York Times

Best Sellers

The New York Times This list is besed on reports from more than 1,400 pookstores throughout the United States, Weeks as

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THE GLITTER DOME, by Ioseph Wambaugh

NIGHT PROBE, by Chee Consier.

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NIGHT PROBE, by Chee Consier.

In the CLOWNS OF GOD, by Morris West. NONPICTION

NEVER-SAY-DIET BOOK, by
Richard Strences.

THE BEVERLY HILLS DIET, by
Judy Mazel

THE LORD GOD MADE THEM

THE LORD GOD MADE THEM
ALL, by Issues Herriot 2 25
THE CINDERELLA COMPLEX,
by Colene Dowling 5 14
HOW TO MAKE LOVE TO A
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COSMOS, by Carl Sagan 15 50
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LIFE, by Miss Piggy as told to
Henry Beard 6 18
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9 LIVING ALONE & LIKING ITI, by Lynn Sahan.
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13 THE EAGLE'S GIFT, by Carlos Castangla. Castameda YOU CAN NEGOTIATE ANY-THING, by Heet Cohen 12 34
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BRIDGE By Alan Truscott O^N the diagramed deal, North-South were able to judge their potential when West passed and East

South reopened with a double and North bid five hearts. East continued to five spades, and when this was passed to North, he doubled.

A heart lead or a club lead would have given the defense the first three tricks. But North chose to lead a trump in the hope of cutting down ruffs.

However, the important ruff was in the closed hand, not in the dummy. North was able to win with the five in dummy and ruff out the diamond ace. Then he drew trumps, ending in dummy to cash the diamond winners.

South accepted the invitation, and West had to lead against six hearts. This was unbeatable, but West made a brave try by leading the spade ten. He hoped his partner would be able to win with the queen and return a diagram. ♦J84 ♥K983 WEST (D) ♣AK109732 **4Q65** ∇J4 ▽195 ♦KQJ10864 SOUTH VAQ762 West had made an underlead to try for a ruff. So when West followed to the chapter of the complete distribution and finessed the chapter of this lost, his conduction of the distribution and finessed the chapter of this lost, his conduction of the distribution and finessed the chapter of the distribution and finessed the chapter of the distribution and for the distribution and losers. **♣**KQ1084 Pass 34 Pass 54 Page 4♥ 5♥ 30 30 Pass Pass Pass Pass €♡

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West led the spade ten.

The Soccer Scene

Violinist Perlman: A No-Strings-Attached Yankee Fan

By Ira Berkow

New York Times Service NEW YORK - "Babe Ruth once lived here," said Itzhak Periman, the internationally acclaimed violinist.
"That's what people told me when I moved into this apartment. I believe it. There were a lot of broken windows. Babe must have practiced a lot."

Periman laughed. He sat in the living room of his hand-some 11-room, 15th-floor apartment overlooking the Hudson River. He is 36 years old, his hair is curly and he wore glasses and a blue T-shirt with the inscription "Mostly Mozart." Ruth indeed lived at the address many years ago, but the damaged windows were strictly Periman humor --

He loves music, sports and jokes, although not always in that order. He also enjoys the connection to baseball, particularly because he is a devoted Yankee fan. He first learned about baseball while attending the Juilliard School of Music.

Broke In With Pittsburgh

He remembers that it was 1960, when he was 15 and a musical prodigy who had moved from his native Tel Aviv to study in New York. "It was World Series time, and we were supposed to be practicing chamber music, but every-one was talking about baseball," he said. "Someone asked me what team I was for. I could hardly speak English. I said, 'I'm for Pirates.' I just liked the sound of the name

- Pitts-burgh Pi-rates. "It was the worst thing I could have said. They were all Yankee fans and they jumped all over me. So I became a Yankee fan, 100, just to keep from being killed."

Periman soon learned the nuances of baseball by watching games on television while practicing the violin. He worked on technique, as opposed to musical content. "I would put myself on automatic pilot," he said.

But during the 1981 postsesson, he has placed his practice fiddle aside to concentrate on the games.

Form, Style and Reggie

"It's wonderful to see when somebody's excellent," he said. "And to try to analyze what makes them good, what makes it work. It's always fascinating. Like in music, there's a certain quality that comes out, and it comes through the mechanics — the form and the style. You must have the proper form in order to produce.

"Take the way Reggie Jackson swings. It's extraordinary. He's going for broke; he attacks the ball with full extension of his body for maximum results. In fiddle playing, there has to be complete extension of the arm with the bow on the strings to get a decent sound, one

with fullness and power." In every country he visits, Perlman seeks to learn the

native games. His interest in sports extends beyond merely observing. He participates, even though, having contracted polio at 4, he wears leg braces and walks with metal crutches.

"I loved to play soccer in the streets when I was a boy, he said. "Of course, the only position was goalie. Oh, I was great! I stopped the shots with my sticks.

Today he swims and plays table tennis and some tennis. Tennis? "When people have patience," he said. "And if I can get with a grand player, I play doubles. He covers most of the court, and I hit the odd ball that comes my



Berkow/The New York Times Itzhak Periman

'. I put myself on automatic pilot.'

His wife, Toby, a violinist and the mother of their four children, is an avid tennis player. "One day she came home from tennis very excited," Perlman recalled. "She said she kept hearing music. She was hitting the ball on the sweet part of the racket and it sounded like Schubert. Imagine! I've never experienced that," Then he said with a laugh, "When I hit the ball, I smash it. Whomp!"

Another of his delights in sport is sumo wrestling in Japan. "These guys have funny-looking bodies — they're huge men weighing around 350 pounds and with short legs," he said. "They have to cat a special soup to put on all that weight. But they're amazingly agile.

The Short Goodbye

"Each guy gets in his corner, and they glare at each other. The first guy who falls or who touches out of the ring loses. Then they glare at each other. They make several feints until one of them pounces. But they have to be smart as well as strong. I've seen one of the best step aside when the other guy rushed at him full steam — it was 'Excuse me, bye-bye' — and the first guy went sailing

out of the ring. And the match was over. He said he enjoyed the coolness with which the winner

performed "So much of sports and music is mental," he said. "Sometimes you're pressing too hard and don't even realize it. You begin to worry about how you're going to do, and you start to grip the bat or the fiddle bow too tightly. And the whole rhythm, the thing that basically makes it

all go, is lost." His 12-year-old son Noah, whose room is plastered with sports photographs — except for the blowup of a Newsweek cover with his father's picture — has won trophies for tennis. "He told me," Perlman said, "that on the serve, you're supposed to 'breathe the ball' as you hit it, in a similar way you have to breathe musical notes when you play them. It's all connected."

Reed's Finale

The most moving scene he ever witnessed in sports, he said, was the night Willis Reed, center for the New York Knicks, played against the Los Angeles Lakers in the final game of the 1970 National Basketball Association

championship series.

Reed had injured his leg earlier in the series and was not expected to play. "But then he came hobbling out and the crowd went bananas, real bananas," he said. "You

could feet the pain he was suffering.

"That was the height of professionalism. It was heroic.
He knew what he had to do and did it. He took two shots, made them both and then had to leave the game because he was in such agony. It captured the hearts of everyone, especially his teammates. And they went on to win.
"It was inspiring."

On Being Burned-Out at 21

By Rob Hughes
International Herald Tribine

LONDON - We come to learn that even the batteries of genius run down. Even a truly exceptional athletic talent is prey to the distractions of a heavily cloying, demanding era of publicity.

Diego Armando Maradona, born 21 years ago this Friday, has a volcanic brilliance unmatched in his youth. Alas, he reaches the point of manhood estranged from the game that has already generated his first million and from the country whose World Cup defense he is expected to galvanize next

Instead of celebration, Maradona broods. He has absented himself from Argentina's training camp and thus misses important preparatory games against Poland on Wednesday and Czechoslova-kia in two weeks.

I Am Fed Up'

He has talked, 10 days short of his coming of age, of retirement. "I am fed up with soccer," he said.

"He is tired." said his agent. Prima donna, say the cynics.

Maradona is home in Buenos Aires, so I cannot pretend to know what is going on. What I believe is that as a soccer player he has absorbed more punishment -- and as a young man more damaging idolatry - than his years warrant.

This is the player for whom soccer looked to be a force of na-ture. He stands only 5-feet-6 but is blessed with huge shoulders, neck, chest and thighs; his shape is a cube. Let it be a Rubik Cube, for beneath the unruly, dancing, black curis and the face of an Indian child, he has such phenomenal ac-celeration, such uncanny aware-

the options bewilder opponents.
He darts, flicks and feints and, from almost any angle or distance, blasts or carves left-footed shots at goal. "Blind," attests one Scottish defender. "And he is five yards out

of reach." The talent-spotters reached him when he was 9: at 12, he seldom slept at the home of his railwayman father and seven brothers and sisters. At 15, he was bloodied in the men's league; at 16, in interna-tionals. By 19, he had scored 100 goals in 154 senior games.

National Asset

Maradona's pulling power, in the audience-attraction sense, is a national asset. Some say that the government (others says it was merely the Argentine soccer federation) blocked his desired move to Barcelona last year. Instead, they arranged a transfer across Buenos Aires to Boca Juniors which, de-spite impending bankruptcy, nego-tiated a £2-million fee for Argenti-

nos Juniors.

And for Diego? Muchos pesas.

He earns plenty from Coca-Cola and the countless other commeri-cal concerns he promotes. And Boca agreed to pay him £500,000 to sign. £20,000 a month, plus bonuses, plus a percentage of in-come from exhibition matches out of the country. Only Boca's fiscal instability could bother him now, although 6 games in 14 days in Europe, Argentina and Africa sapped

bis will. If it seems there has always been an agent clinging to Maradona's broad shoulders, that's because there has been. Jorge Cyterszpiler, his fat, inseparable companion, is the one pushing the deals, the one frightening off small-town newspapers around the world with demands bespeaking naiveté and greed in return for the genius' thoughts.

Together, the ve known the harrowing side of fame. The Barcelo-na chase brought the wrath of Spain's — and Argentina's — poor. Why should he get millions while others are starving or fight-ing the floods? Maradona aged 20 years overnight. He stayed on airdanes at stopovers, he hid in

ness and shooting strength, that asm, the sheer love of performing, the options bewilder opponents.

He darts, flicks and feints and, decades. There is more fire in Maradona than Pele. We have seen him lash out when opponents have sought to harm him, seen him brawl against Brazilians in Uruguay last January.

Off the field, too, his temper has often flared. Earlier this year, he was taken to court for assaulting a young autograph hunter who he said abused his mother. Apparently he will return to court in the near future, fighting the tangles of complex promotional deals.

To compound it all, he says the South American press, which contends that everything about a soccer star is public property, is in-terfering in his private life.

I believe that Maradona, who his international manager Cesra Menotti says "cried like a baby" when he was told he was too young and vulnerable to share the 1978 national triumph, will indeed per-form at the next World Cup for a projected television audience of one billion. But as we watch the player who mostly nearly realizes our soccer fantasies, it will seem heart-breaking when he salutes his goals more with an explosion of re-lief than of joy. Would that it were not too late to put a parental arm around shoulders where the busi ness agent's has been so long.

I wish someone, please, would take care of this little man's mind and body.

Meanwhile, paling somewhat by comparison, whole nations are on the brink of reaching the World Cup finals. On Wednesday, Russia expects to claim qualification by defeating Czechoslovakia in Tbili-si, while Portugal has to win in Tel Aviv to revive hopes of reaching

Algeria should eliminate Nigeria on Friday. The next day, the Hungarians will be cheered through against Norway. And, starting Sunday, six countries — Honduras, El Salvador, Canada, Mexico, Cuba and Haiti — will play three weeks of qualifiers to determine two finalists.

All no doubt tremendously important to the nations concerned. It just seems of less significance against circumstances that cause one VIP to jeopardize his future in the week of his 21st birthday.

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Jolted by Free-Agent Flow, NBA Starting Year of Financial Uncertainty

By Sam Goldaper

New York Times Service
NEW YORK — Oths Birdsong is a rich New Jersey Net, Mitch Kup-chak is a wealthy Los Angeles Laker and James Edwards, Scott Wedman and Bobby Wilkerson are affulent Cleveland Cavaliers. Welcome to the world of free agency without compensation.

With the opening of the National Basketball Association Friday night, it remains to be seen if monship and the Nets respectability. After a 1980-81 season of tur-

moil, a 28-54 record and \$3 million

in losses. Ted Stepien, the Cleveland Cavaliers' owner, made extravagant offers to free agents, under the new right of first refusal. He offered Birdsong, the Kansas

City Kings' 24.6-point scorer, \$1 million; Wedman, the Kings' for-

NBA PREVIEW

ward, \$800,000; and Edwards, the Indiana Pacers' 7-foot-1 center, \$700,000. The Kings matched the offer to Birdsong and traded him to the Nets for Cliff Robinson. The Cavaliers got Edwards, Wedman and Wilkerson, the Chicago Bulls' big guard for \$350,000. This could be a crucial season

for several financially troubled franchises. A marked drop in attendance, coupled with a study showing that the collective losses of the 23 teams during the 1979-80 season jumped in one year from \$8 million to \$13 million, has stirred fears that several franchises will be able to survive without new ownership or new capital.

Eastern Conference Atlantic Division

Boston won its 14th championship last May, and Larry Bird, Robert Parish, Codric Maxwell, Kevin McHale, Rick Robey and M.L. Carr still give the Celts the league's strongest and deepest front line. Bird and guard Nate Archibald are the keys to another title. Boston has bolstered its aging backcourt of Archibald and Chris Ford with rookies Charles Bradley

With Julius Erving and Caldwell Jones at age 31 and Darryl Dawkins in the final season of his contract, this could be Philadelphia's last hurran for a while. The 76er cast is pretty much the same —
Erving, Caldwell Jones and Dawkins in the front line with Bobby
Jones, the NBA's best sixth man, in reserve. Maurice Cheeks is proven playmaker.

New Jersey, hurting at center and guard, is rich in small for-wards with Mike Woodson, Mike O'Koren, Jan van Breda Kolff and Albert King. Rookie Buck Williams has the makings of an outstanding power forward. With the recent trade of forward Maurice Lucas to the Knicks for Ray Williams, the Nets have solved their

New York traded for Mike Newlin and Randy Smith. They are ex-pected to provide backcourt stability, lacking at times last year. Mi-chael Ray Richardson is an outstanding playmaker and the Knicks will benefit from Marvin

Washington will hardly be re-cognizable. Wes Unseld retired, Elvin Hayes and Kupchak were traded and Bobby Dandridge is an unwanted free agent. With the exception of Jim Chones (obtained from Los Angeles), the roster is dotted with draft choices, free agents and castoffs. Kevin Porter, the NBA assist leader, is out for the season with a ruptured Achilles tendon.

Although Marques Johnson stayed away from training camp again in a contract dispute and it's 'anyone's guess as to how many games ailing center Bob Lanier will play, Milwankee has dopth and balance. Johnson is one of the pass to the Houston 12.

and scorers, and shoots with un-

canny accuracy.
Once Orlando Woolridge, the multitalented Notre Dame forward, signs he should strengthen Chicago's front line of Artis Gilmore and David Greenwood. Gilmore, the 7-2 center, last season averaged 17.9 points and 10.1 rebounds and shot 67 percent. Greenwood averaged 14.1 points and 8.8 rebounds. Ronnie Lester's playmaking skills may compensate for the loss of Wilkerson, and the

Bulls should improve. Atlanta won 50 games and the divisional title the season before last. With 190 man-games lost to injuries last season, they won 31

should move back up. Under great pressure to win and do better at the gate are the Caval-

ing? Why did San Antonio trade playmaker James Silas? Stepien's deals may result in a few more vic-



Last season. San Antonio converted from a run-and-gun team to

tories but probably not a playoff than 100 points last season, has

and Kevin Loder, a 6-6 swingman, to help. Phil Ford and Reggie King

Adrian Dantley won the NBA scoring title (30.7 points per game) and Darrell Griffith (20.6) was the rookie of the year, but Utah, second-worst in rebounding and de-fense, won only 28 games. The Jazz got Bill Robinzine from Dallas and has promising draftees in Danny Schayes, a 6-11 center, and Howard Wood.

Dallas did what all expansion teams do - lose. With Wayne Cooper and Allan Bustow, who came in the Robizine trade, and draft choices Mark Aguirre, Ro-lando Blackman and Jay Vincent, the Mavericks should be better. Pacific Division

In Los Angeles' 111-102 presea-son victory over the Celtics, Kareem Abdul-Jabbar scored 42 points and pulled down 17 rebounds, while Magic Johnson had 17 points, 13 rebounds and 15 as-

sists. Abdul-Jabbaris said to be playing better than ever. If Johnson, sidelined for 45 games after a knee injury, and Norm Nixon can play together, the backcourt is solution. d. Kupchak is the power forward

ter from Portland, and 6-10 rookie Herb Williams must replace Ed-wards for Indiana. As a result of

form a stronger front line. Western Conference Midwest Division

moves, wound up with a 57-25 mark and the division championship — but failed again in the playoffs. Point guard Dennis John-son, traded for Westphal, averaged is scoring dropped off with his conversion from small forward to guard. Dudley Bradley and Kyle Macy are good backup guards. Jeff Cook's shift to strong forward al-

10 rookie, will add bulk up front. Al Attles, in his last season as coach, would like to see Golden drought. The starting team is talented. Bernard King averages 21.7 points: Joe Barry Carroll, the center, can run and shoot but needs to become more intimidat-

the last five seasons. The team gets its points from its guard-oriented offense of Kelvin Ransey, Jim Paxson and Billy Ray Bates, Mychal Thompson, back from a foot injury, averaged 17 points and blocked 120 shots. Kermit Washington is a



NFL Standings

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ngwe Figle, Inflettier, to he American Associ a end Bred Lesley for league roster. Chaice.

DALLAS—Wolved Clorence Kee and Donny
Davis, forwards, and Brad Branson, sugard.

HOUSTON—Wolved John Strood, forward.

SEATTLE—Willied John Strood, forward. Lamp will press Calvin Natt at small forward.

San Diego has plenty of guys who can heave the ball, especially from three-point range. Its weaknesses are in rebounding and defense. The problems begin with 6-11 center Sven Nater, who has good offensive statistics *(15.6 points and 12.4 rebounds per

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game) but blocks few shots and is slow. But the Clippers have the NBA's top draft choice in Michael Brooks and the 6-10 Tom Cham-bers, one of the quickest big men in the college ranks.

The likely conference playoff teams: Los Angeles, Seattle, Phoenix, Portland, San Antonio and

hotels. . . And his youth was rushing past.
The one question was whether he could hang on to the enthusi-

A team game, to be sure. But few transcend that. HOTELS RESTAURANTS NIGHT CLUBS

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and Tracy Jackson.

backcourt problems.

Webster's rebounding and defense. ed an apparent touchdown pass to Jim Smith (whom Bradsahw had

Central Division

league's best offensive rebounders tailored its offense to Isiah Thom-

games. The backcourt is still not healthy, but if draft choices Al Wood, Clyde Bradshaw and Rudy Macklin produce, the Hawks

iers, the Detroit Pistons and Indiana Pacers. Cleveland's free-agent acquisitions are costing \$2 million a year. Is the money wisely spent? Unless Wedman plays in the backcourt, why was he needed when the Cavs had Mike Mitchell, a 24.7 scorer? Edwards is a better scorer than Bill Laimbeer, but is he as intimidat-

Detroit, which had the fewest assists, the most turnovers and were the only team to average fewer



Bobby Wilkerson ... Part of a Cavalier gamble. Bradshaw TD Pass Leads Steelers to

26-13 NFL Victory

The Associated Press PITTSBURGH — Terry Bradshaw threw a tie-breaking 6yard touchdown pass to John Stallworth with 3:41 left to play, sparking the Pittsburgh Steelers a 26-13 victory over the Houston Oilers in a National Football League game here Monday night.
Pittsburgh limited star Oiler
running back Earl Campbell to 56
yards on 23 carries. Campbell also

lost two fumbles. Houston had tied the game, 13-13, with a 10-point fourth-quarter surge as quarterback Ken Stabler hit tight end Dave Casper on a 52yard touchdown pass play and, with 5:53 left to play, Toni Fritsch kicked a field goal.
The ensuing Steeler drive includ-

penalties. But Bradshaw finally found Stallworth for the go-ahead Franco Harris scored the winners' final TD on a one-yard plunge after Steeler safety Ron Johnson returned an intercepted

hit on a 46-yarder for a first-period

TD); it was nullified by offsetting

as' playmaking. But 6-1 rookie guards usually do not turn teams around. Centers and strong for-wards do, and those are Piston weaknesses. Tom Owens, a journeyman cen-

the Dudley Bradley trade to Phoenix, Don Buse is now the playmaker. The Pacers have more offense but are not physical enough.

The likely conference playoff teams: Boston, Philadelphia, Milwaukee, Chicago, New York

and Atlanta.

one that still ran but played better defense. George Johnson, Dave Corzine, Mark Olberding, Kevin Restani and Reggie Johnson formed "the Bruise Brothers" front line. George Gervin averaged 27.1 points; Gene Banks should help

the rebounding and scoring. Houston's success starts with Moses Malone, the overpowering center who finished second in scoring (27.8) and led in rebounding (14.8). Hayes, who will be 36 next month, is a durable athlete who can help the offense and rebound-

with David Thompson, Dan Issel and Alex English all averaging more than 20 points. Denver led the league in scoring but were last in defense. James Ray and Carte Vacional Control of the Control of the

Hordess must provide some re-bounding.

The losses of Birdsong and Wedman make it tough for Kansas City. The Kings acquired Larry Drew from Detroit to bolster the backcourt and are counting onrookies Steve Johnson, a center.

are the key men.

and Jamaal Wilkes, a 22.6 scorer, is the small forward. Last season was a wipeout for Seattle. Gus Williams sat out the year in a contract dispute, injuries cost Paul Westphal and Lonnie Shelton 46 and 68 games, respec-tively, and Paul Silas retired. Williams is back, Shelton is well, and 6-7 rookie Danny Vranes joins Jack Sikma and James Bailey to Phoenix, after several drastic

18 points a game, while Walt Davlowed for Truck Robinson to move to small foward. Larry Nance, a 6-

State end its four-season playoff ing. Larry Smith is the perfect backcourt mate for the high-scoring Lloyd Free. Portland has made the playoffs



tions

NATIONAL T NATIONAL HOCKEY LEAGUE LOS ANGELES—Colled up John GRIS Engento, from New Movet of the Am

Carrying a Big Twig

By Russell Baker

TEW YORK - When I was II and briefly commanded the allegiance of four or five 8- and 9year-olds, being of bureaucratic mentality I decided to organize them into a gang. I composed and issued membership cards and drew up rules specifying degrees of pun-ishment for various detelictions

such as losing your membership card and interrupting the leader when he was talk-

One evening when everybody but me was bored with bureaucratic details and loaf-

ing on the side-walk, certain hot-Baker heads complained that the gang was too passive and never did any thing, so to calm this challenge to leadership I ordered them to go around on Pratt Street and find

when they dispersed I settled onto the front steps to muse upon the lonely burden of leadership. Before long they all came running back flushed with success. They had found some guys around on Pratt Street willing to fight, and these guys were even then assembling a few other guys, and soon they

would all arrive to fight.

Arrive they did a few minutes later. A meaner, nastier-looking group of brutes I had never seen. The smallest, though scarcely more than 15, was constructed like a stevedore. His fist felt like a sledgehammer when it landed on

Despite a craven suit for peace, I went to school next day with bruised ribs, a black eye and a loose tooth. Some months later, studying Theodore Roosevelt in history class. I analyzed my error.

Speak softly, carry a big stick was T.R.'s advice. I had blustered loudly and carried a limber twig. I am reminded of all this by the behavior of the Reagan people since their arrival in Washington.

They came speaking loudly at the Russians about their muscularity and speaking loudly to everybody about what a weak stick they were carrying. Even as an 11-yearred this kind of policy.

old leading a prepubescent street gang, I would never have consid-Imagine the instructions that

would have been issued to the

gang:
"OK, everybody, I want you to
go around on Pratt Street and tell any kids you see that we're going to beat the bejeebers out of them one of these days."

Yippee!" from the gang as they start to run off.

"Just a minute, everybody. [want you to tell them something else too. Tell them I weigh only 79 pounds and am in terrible shape but plan to send away for the Charles Atlas body-building program as soon as I get the money. so in two or three years I'll be built

I know what Wisengolf would have said, though he was only 8 years old. "You're nuts!" Wisengolf would

have said. "Tell them that and they're going to come around here and cream the bunch of us before we can get in shape with the Charles Atlas body-building equip-

Whether the U.S. military weighs only 79 pounds and is built like a creampuff is doubtful, of course. The loud talk about carrying a weak stick is partly an expression of genuine concern about the drift of military policy and partly a political device to scare up popular support for fattening the Pentagon budget

The Reagan people worked it effectively in the 1980 campaign to create an impression that the Dem-ocrats had imperiled the country's safety. They were clever enough, however, to suggest that the moment of danger was still a few years off — the moment when the infamous "window of vulnerability" would open to Soviet missiles and that fast Republican action might yet save us.

President Reagan refuses to put his "window of vulnerability" the storehouse of old campaign artifacts, and insists on broadcasting it as evidence of U.S. frailty while at the same time loudly talking about how tough we shall be with Moscow once we close the win-

He has rewritten Teddy Roosevelt's dictum. Speak loudly and let them guess whether you're a 79pound windbag or 195 pounds of gristle — that's the new formula-tion. The guys around on Pratt Street would have scouted out the answer to that one in short order.

Ancestral Spirits Still Haunt Japan

By Tracy Dahlby Washington Post Service

TOKYO - A windy autumn night, dried leaves scuttling across a deserted courtyard, paper lanterns swaying in the chill, casting a pale yellow light on the facade of a 300-year-old Shinto shrine.

Into this eerie scene stumbled a tipsy To-kyo office worker. Bowing his head, he hurled a handful of coins at a collection box and clapped his hands together to summon the spirit of a Japanese warrior who has been dead for a thousand years.

"I've been coming here since I was 10 years old," said the man, who refused to give his name and looked to be in his late 40s. This is the shrine of my family's patron god, but if I told you what I was praying for it would spoil the effect."

Sacred Spot in Kanda

That god is Masakado Taira, a local warlord who lost his head to the emperor's army in 940 after a bloody battle for control of the great Kanto plain where, today, Tokyo is situated. And this sacred spot in Kanda, one of the city's oldest districts, is dedicated to the peaceful repose of his vengeful soul.

To many foreigners, such beliefs may seem out of place in Japan's booming, industrial economy. But hundreds of well-kept shrines and temples, honoring the memory of fallen heroes and heroines, dot Tokyo's congested

Cityscape.

Thousands of Tokyoites call on the spirits each day, and night, with prayers for help with family troubles, success in business, good health and protection from accidents in the city's snarled traffic.

During O-bon, Japan's yearly "festival of the dead," many of the city's 12 million people flock to places like Kanda to offer rice and sake to the gods and to take part in traditional dances and songs aimed at appearing the souls of their ancestors.

What gives the Japanese a healthy respect for the departed, said Keisuke Nishimoto, an authority on the nation's vast supernatural folklore, is "we believe the world of the spirits is only a very small step from our human world. The spirits must be properly treated because if they are left to ramble around between heaven and the here-and-now they can do many nasty things."

Unfashionable

Japan's feverish postwar economic growth has helped push the country's spiritual legacy into the background and most of today's trendy younger generation regard open belief in the supernatural as unfashionable.

But the hair-raising tales of ghosts and goblins, once passed from one generation to another in the glow of the family charcoal

brazier, are now kept alive by a multimillion-dollar media business that churns out a constant flow of films, television plays and best sellers that cater to the nation's appetite for the macabre.

The theme of revenge is the key to the stones that date from Japan's feudal period and tell of restless spirits of proud samurai warri-ors and faithful women jilted by husbands and lovers who return to wreak havoc on

They still exert a powerful pull on the im-

To many foreigners, such beliefs may seem out of place in Japan's booming, industrial economy. But hundreds of well-kept shrines and temples, honoring the memory of fallen heroes and heroines, dot Tokyo's congested cityscape.

aginations of Tokyo's sophisticated city dwellers and reflect a rich part of the old capital's history.

Amid the towering glass and steel strucires of the city's downtown business district in Otemachi, a tiny Japanese garden with a stone tablet marks the spot where, according to legend. Masakado's head came to rest after a spectacular flight from his enemies' grip through the thundering heavens.

Expensive Ground

To the frustration of Tokyo real-estate developers, the 300-square-meter patch of ground — worth an estimated \$10 million in Tokyo's current market — has remained untouched because of a widespread belief that tampering with it would rekindle the ancient

According to Tatsuzo Endo, a local merchant who heads the Masakado Preservation Society, previous attempts to shun tradition have met with hard luck In the late 1930s, Japan's military rulers

outlawed the colorful festival held each September for centuries to honor the popular hero. Instead, they insisted, the money for the event should be funneled into the war effort in China

In 1940, he recalled, the government's Ministry of Finance, then built on a nearby site, burned down during a thunderstorm and "people said it was the revenge of Masa-

In the early postwar days, U.S. occupation forces brought in bulldozers to pave the area for a parking lot. Two Japanese workers were killed on the job, prompting a U.S. officer to call in Endo's father to explain the legend.

"The interpreter was very poor," said Endo, whose family has lived in Tokyo for 400 years, "so my father had to explain very simply that this was the home of a very big chief, like among the American indians. The officer got the message and decided to spare

Memorial Rebuilt

In the mid-1960s, Mitsui, Japan's giant trading conglomerate, bought the adjacent property for the construction of its 24-story world headquarters. A rash of serious accidents and a tangled legal dispute halted work on the project for several years before Mitsui decided to spend \$75,000 to rebuild the Masakado memorial.
One top Mitsui executive suggested that

the company views the sizable annual bill for carefully tending the spot as something of an insurance policy with the powers beyond the pale. "From the standpoint of our spiritual health," he said, "we cannot afford to contradict tradition."

Inside Mitsui's offices, each desk is positioned so that none of its 6,000 employees will be forced to sit with their backs disrespectfully displayed to Masakado's stone

Earlier this year, Toshikuni Yahiro, Mitsui's president, called on Masakado's larger shrine in Kanda, the official said, to pray for help in Iran where the political turmoil has stalled work on the company's multi-billion-dollar petrochemical plant project.

"None of this can be proved by modern science," Endo said, "but for many centuries people have held to such beliefs and it is only natural that they have carried over until to-

Originally, Masakado's popularity, he said, stemmed from the fact that his rebellion "offered hope to people who suffered from the evils of politicians, heavy taxes and cruel treatment at the hands of the government."

Ancestors of today's Tokyoites organized tivals in his honor "so that they could let off steam. Things haven't changed. People still talk about Masakado's revenge and politicians here are basically the same as they were a thousand years ago."

REAL ESTATE TO RENT/SHARE

BOLLAND

Elias Canetti to Attend Nobel Prize Ceremony

This year's clusive winner of the Nobel Prize for Literature, Clias Canetti, will attend the Dec. 10 award ceremony together with his wife. Canetti, who has been described as very shy and retiring successfully eluded the combined efforts by the Swedish Academy and the world's press to get at him after his award was announced Oct. 15. "I have reached Canetti at his home in Zurich," the academy's permanent secretary. Lars Gyllensten, said. "The Nobel laureate expressed his satisfaction over the award and will be glad to come here and collect it in person," Gyllensten said.

Philanthropist Mary Lasker is re-ported to be hospitalized in London recovering from an undis-closed illness, her office said in New York. Mrs. Lasker with her husband established the Albert and Mary Lasker Foundation to support medical research and the arts. She is expected home within the next week or two, her office said. An award ceremony honoring the philanthropist has been postponed because of her illness, the sponsoring firm of Lord and Taylor announced. The ceremony, which was to have been held Oct. 28, is expected to be rescheduled next spring.

In an interview a few weeks be-

fore the assassination of Egyptian President Anwar Sadat, Jihan Sadat said she always feared her husband would be killed and she would never remarry if it happened. "But life is not only a man. Life is keeping busy, enjoying your time, then you will never be lone-ly," Mrs. Sadat said to a British mapazine. Woman's Own, which just published the interview. "At the beginning, after the 1952 revolution, we were put in so many dif-ficult situations," Mrs. Sadat said. "I was always worried that my husband would be killed, that something would happen to us and I would lose him." Mrs. Sadat saw her husband fatally wounded on a Cairo parade ground Oct. 6.

British actor Oliver Reed, ever the tough guy on the screen, wants to make amends to the small ski resort town of Montpelier, Vt., where he was arrested earlier this month after a barroom brawl. Reed, 43, who has played swash-buckling rogues in "The Four Musketeers," "Lion of the Desert" and "Oliver!" pleaded no contest and paid a \$1,200 fine. Reed also

donated \$1,000 to the Stowe Res. cue Squad, an all-volunteer ambu-lance operation. "He likes the idea of a nice gesture, something that will help provide some service to the community," said Reed's lawyer. "He'd rather leave a better impression than the incident might have left." In "the incident," Reed was hauled out of The Pub by cowas hauled out of the Pub by colice after he challenged patrons
first to arm-wrestling matches and
then fistfights, allegedly breaking
furniture and bottles in the process. Bar owner Richard Hughes,
also an Englishman, said the actor
agreed to pay him \$253 in restitution.

A 5-year-old Polish boy who underwent open-heart surgery in Boffalo, N.Y., last fall returned with his family to thank the people who donated toward the cration. The family wanted to say thank you' to the people of heavily Polish western New York and southern Canada for all their help, said Brian Rusk, one of the organizers of the drive that raised \$14,000 for the operation and states and states are said to the control of the organizers of the drive that raised \$14,000 for the operation and states are said to the operation are said to the operation and states are said to the operation and states are said to the operation are said family's travel expenses. Marcin Kwieciuski of Mielec, Poland, was brought there last autumn and underwent surgery at Children's Hos-pital. He and his family have been living with relatives in New York City while Marcin recuperates.

The city's chief witness didn't show up in court, so a judge dismissed charges filed after actor Pe-ter Fonda allegedly tried to cut up a sign that said, "Feed Jane Fonda to the Whales." The sign had been put up at Stapleton International Airport in Denver by a pro-nuclear group. Miss Fonda, the actor's ei-ter, is opposed to nuclear power. The complaint against the 42-yearold actor was signed by Gerald Pechenek of Chicago, a member of the group. Pechenek didn't show up, so County Judge Samuel Kibbins dismissed charges of dismising the peace and destruction of private property that had been filed against Fonda in the July 24

Commissioner Jarl Walshtrom of the Salvation Army has been named general-elect of the international evangelical and philanthro-pic organization. Wahistrom will take over as the army's general on Dec. 13 when General Armshi Brown retires.

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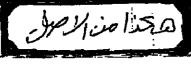
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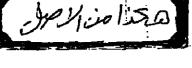
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